

# Appendix **A**

## Supplementary Tables

<b>Table A.1</b>	<i>Sources of GDP Growth, 1994 and 1995</i>	<b>173</b>
<b>Table A.2</b>	<i>Business Income Tax Returns by Receipt Size of Business, 1985–1993</i>	<b>174</b>
<b>Table A.3</b>	<i>Enterprises, Establishments, Employment, Annual Payroll, and Receipts by Major Industrial Sector and Firm Size, 1993</i>	<b>176</b>
<b>Table A.4</b>	<i>Enterprises, Employment, and Annual Payroll by Firm Size, SBA Region, and State, 1993</i>	<b>180</b>
<b>Table A.5</b>	<i>Various Statistics by Industry (Two-Digit SIC Code) and Firm Size, 1993</i>	<b>188</b>
<b>Table A.6</b>	<i>Employment Share by Firm Size, SBA Region, and State, 1988–1993</i>	<b>210</b>
<b>Table A.7</b>	<i>Enterprises by Firm Size and Major Industrial Sector, 1988–1993</i>	<b>212</b>
<b>Table A.8</b>	<i>New Firms by SBA Region and State, 1994 and 1995</i>	<b>214</b>
<b>Table A.9</b>	<i>New Business Incorporations by SBA Region and State, 1994 and 1995</i>	<b>216</b>
<b>Table A.10</b>	<i>Self-Employment by SBA Region and State, 1994 and 1995</i>	<b>218</b>
<b>Table A.11</b>	<i>Business Bankruptcies by SBA Region and State, 1994 and 1995</i>	<b>220</b>
<b>Table A.12</b>	<i>Business Failures by SBA Region and State, 1994 and 1995</i>	<b>222</b>
<b>Table A.13</b>	<i>Business Terminations by SBA Region and State, 1994 and 1995</i>	<b>224</b>
<b>Table A.14</b>	<i>Business Dissolution Rates by Firm Size and Number of Jobs Created</i>	<b>226</b>
<b>Table A.15</b>	<i>Employment in Selected Small-Business-Dominated Industries, December 1994 and December 1995</i>	<b>227</b>

<b>Table A.16</b>	<i>Employment in Selected Large-Business-Dominated Industries, December 1994 and December 1995</i>	<b>233</b>
<b>Table A.17</b>	<i>Employment in Selected Indeterminate Industries, December 1994 and December 1995</i>	<b>239</b>
<b>Table A.18</b>	<i>Change in Employment in Small-Business-Dominated, Large-Business-Dominated, and Indeterminate Industries, 1982–1995</i>	<b>244</b>
<b>Table A.19</b>	<i>Wage-and-Salary and Nonfarm Proprietors' Income by SBA Region and State, 1994 and 1995</i>	<b>245</b>
<b>Table A.20</b>	<i>Nonfarm Personal Income by SBA Region and State, 1994 and 1995</i>	<b>251</b>
<b>Table A.21</b>	<i>Nonfarm Sole Proprietorships by Gender of Ownership and SBA Region, 1980 and 1993</i>	<b>253</b>
<b>Table A.22</b>	<i>Receipts of Nonfarm Sole Proprietorships by Gender of Ownership and SBA Region, 1980 and 1993</i>	<b>254</b>
<b>Table A.23</b>	<i>Nonfarm Sole Proprietorships by Gender of Ownership and Industry Group, 1980 and 1993</i>	<b>255</b>
<b>Table A.24</b>	<i>Receipts of Nonfarm Sole Proprietorships by Gender of Ownership and Industry Group, 1980 and 1993</i>	<b>256</b>
<b>Table A.25</b>	<i>Women-Owned Businesses by SBA Region and State, 1987 and 1992</i>	<b>257</b>
<b>Table A.26</b>	<i>African-American-Owned Businesses by SBA Region and State, 1987 and 1992</i>	<b>259</b>
<b>Table A.27</b>	<i>Hispanic-Owned Businesses by SBA Region and State, 1987 and 1992</i>	<b>261</b>
<b>Table A.28</b>	<i>Exports by SBA Region and State, 1994 and 1995</i>	<b>263</b>
<b>Table A.29</b>	<i>Twenty Small-Business-Dominated Industries Generating the Most New Jobs, December 1994 and December 1995</i>	<b>265</b>
<b>Table A.30</b>	<i>Twenty Fastest Growing Small-Business-Dominated Industries, December 1994 and December 1995</i>	<b>266</b>
<b>Table A.31</b>	<i>Twenty Large-Business-Dominated Industries Generating the Most New Jobs, December 1994 and December 1995</i>	<b>267</b>
<b>Table A.32</b>	<i>Twenty Fastest Growing Large-Business-Dominated Industries, December 1994 and December 1995</i>	<b>268</b>

<b>Table A.33</b>	<i>Twenty Indeterminate Industries Generating the Most New Jobs, December 1994 and December 1995</i>	<b>269</b>
<b>Table A.34</b>	<i>Twenty Fastest Growing Indeterminate Industries, December 1994 and December 1995</i>	<b>270</b>

**Table A.1** Sources of GDP Growth, 1994 and 1995  
(Billions of Chained 1992 Dollars)

	1994	1995	Dollar Change 1994–1995	Percent Change 1994–1995
Gross Domestic Product	6,608.7	6,742.9	134.2	2.0
Personal Consumption	4,473.2	4,577.8	104.6	2.3
Gross Private Domestic Investment	979.6	1,010.2	30.6	3.1
Nonresidential Construction	652.1	714.3	62.2	9.5
Residential Construction	268.9	262.8	–6.1	–2.3
Change in Business Inventories	58.9	33.1	–25.8	–43.8
Net Exports (Exports Minus Imports)	–105.7	–107.6	–1.9	1.8
Exports	712.0	775.4	63.4	8.9
Imports	817.6	883.0	65.4	8.0
Government Consumption Expenditures and Gross Investments	1,260.0	1,260.2	0.2	0.1
Federal	489.8	472.3	–17.5	–3.6
State and Local	770.5	788.6	18.1	2.3

Source: Adapted by the U.S. Small Business Administration, Office of Advocacy, from U.S. Department of Commerce, Bureau of Economic Analysis, January 1997.

**Table A.2** *Business Income Tax Returns by Receipt Size of Business , 1985–1993 (Thousands)*

Receipt Size of Business (Dollars) <sup>1</sup>	Thousands of Businesses Reporting								
	1985	1986	1987	1988	1989	1990	1991	1992	1993
<b>Total Returns</b>	<b>16,919.4</b>	<b>17,525.2</b>	<b>18,351.4</b>	<b>18,619.4</b>	<b>19,560.7</b>	<b>20,052.9</b>	<b>20,499.0</b>	<b>20,476.7</b>	<b>20,874.9</b>
<b>Corporations, Total</b>	<b>3,277.3</b>	<b>3,428.6</b>	<b>3,612.2</b>	<b>3,346.2</b>	<b>3,627.9</b>	<b>3,716.7</b>	<b>3,802.9</b>	<b>3,868.9</b>	<b>3,964.6</b>
Under 25,000 <sup>2</sup>	710.8	765.3	788.1	818.4	865.2	878.7	924.2	935.7	967.6
25,000–49,999	236.6	244.2	267.3	227.9	240.9	252.0	260.1	256.5	256.4
50,000–99,999	330.2	345.4	369.5	330.2	332.3	358.9	375.6	375.8	396.7
100,000–249,999	620.5	630.6	659.4	620.5	631.6	661.7	665.6	682.9	674.8
250,000–499,999	489.2	510.5	531.6	459.2	513.1	500.0	514.5	532.9	542.8
500,000–999,999	352.4	370.4	391.3	352.4	414.7	416.0	415.8	422.8	439.3
1,000,000 or more	537.6	562.2	605.0	537.6	630.1	649.4	647.1	662.3	687.0
<b>Partnerships, Total<sup>3</sup></b>	<b>1,713.6</b>	<b>1,702.9</b>	<b>1,648.1</b>	<b>1,593.9</b>	<b>1,635.2</b>	<b>1,553.6</b>	<b>1,515.4</b>	<b>1,484.8</b>	<b>1,467.7</b>
Under 25,000 <sup>2</sup>	840.1	836.6	853.6	829.8	779.0	962.6	955.6	920.6	886.9
25,000–49,999	195.5	182.9	163.0	117.5	155.6	126.0	113.5	113.0	121.2
50,000–99,999	199.5	204.5	184.2	183.3	201.6	133.4	120.1	126.0	129.3
100,000–249,999	190.1	184.0	165.8	160.4	219.2	139.9	143.7	144.7	144.0
250,000–499,999	165.5	165.1	157.4	159.3	122.4	82.5	78.5	75.3	78.3
500,000–999,999	66.9	69.1	64.7	73.9	77.9	52.1	49.4	49.6	49.0
1,000,000 or more	56.0	60.7	59.4	69.7	79.5	57.1	54.6	55.6	59.0
<b>Nonfarm Sole Proprietorships, Total</b>	<b>11,928.5</b>	<b>12,393.7</b>	<b>13,091.1</b>	<b>13,679.3</b>	<b>14,297.6</b>	<b>14,782.6</b>	<b>15,180.7</b>	<b>15,123.0</b>	<b>15,442.6</b>
Under 2,500 <sup>2</sup>	3,067.5	3,178.4	3,299.4	3,364.9	3,623.1	3,750.1	3,985.0	3,775.9	3,808.5
2,500–4,999	1,444.6	1,495.1	1,553.5	1,509.9	1,621.5	1,714.5	1,704.6	1,741.3	1,796.7
5,000–9,999	1,633.6	1,666.0	1,846.5	1,962.8	1,998.2	2,011.7	2,058.8	2,005.4	2,136.6
10,000–24,999	2,104.6	2,175.3	2,284.2	2,509.2	2,612.7	2,719.8	2,809.7	2,869.3	2,873.5
25,000–49,999	1,393.9	1,466.6	1,559.0	1,601.6	1,660.0	1,660.2	1,724.8	1,817.0	1,838.3
50,000–99,999	1,094.1	1,138.3	1,172.0	1,225.8	1,259.0	1,282.1	1,327.0	1,269.0	1,329.6
100,000–499,999	1,060.2	1,140.9	1,232.1	1,337.3	1,333.9	1,444.2	1,388.6	1,453.6	1,454.4
500,000–999,999	89.3	95.4	101.6	118.3	139.7	142.7	122.7	133.1	138.6
1,000,000 or more	40.7	37.7	42.8	49.5	49.5	57.3	59.5	58.4	66.4

<sup>1</sup>Size classes are based on the sum of business receipts—that is, gross amounts from sales and operations and gross rents for all industries except for the finance, insurance, and real estate industries. For the latter industries, positive net rental income was added to total receipts, which is the sum of business receipts and investment income. For partnerships, see also note below.

<sup>2</sup>Includes returns with no receipts as defined above.

<sup>3</sup>In 1981, the method of calculating total receipts for partnerships was changed by the IRS. Beginning with 1981 data, total receipts include, in part, only the net income or loss from farming and rentals. Previously, total receipts included the gross receipts from farming and rentals and, if rental receipts were the principal source of total receipts, they were treated as “business receipts” for this statistic. To help minimize the break in comparability caused by this change in statistical treatment of farm and rental income, an effort was made starting with 1981 to include rental (though not farm) gross receipts in the receipts used for the size distribution.

Source: U.S. Department of the Treasury, Internal Revenue Service, *SOI Bulletin*, vol. 15, no. 4 (Spring 1996), Table 12.

**Table A.3** *Enterprises, Establishments, Employment, Annual Payroll, and Receipts by Major Industrial Sector and Firm Size, 1993 (Payroll and Receipts in Thousands of Dollars)*

Industry	Employment Size of Firm									
	Total	0	1–4	5–9	10–19	<20	20–99	100–499	<500	500+
<b>All Industries</b>										
Firms	5,193,642	671,306	2,468,212	962,481	559,602	4,661,601	445,900	71,512	5,179,013	14,629
Establishments	6,401,233	673,408	2,474,583	980,865	608,922	4,737,778	631,873	285,184	5,654,835	746,398
Employment	94,773,913	0	5,258,195	6,313,651	7,498,345	19,070,191	17,420,634	13,825,238	50,316,063	44,457,850
Annual Payroll	2,363,208,106	22,361,727	106,606,380	127,133,193	159,153,336	415,254,636	385,005,072	316,183,732	1,116,443,440	1,246,764,666
Estimated Receipts	14,098,572,034	116,064,572	730,747,567	730,360,041	891,635,409	2,468,807,589	2,394,813,062	1,816,354,667	6,679,975,318	7,418,596,716
Receipts per Firm	2,714.583	172.894	296.064	758.831	1,593.338	529.605	5,370.740	25,399.299	1,289.816	507,115.778
Receipts per Employee	148.760	NA	138.973	115.680	118.911	129.459	137.470	131.380	132.760	166.868
Payroll per Employee	24.935	NA	20.274	20.136	21.225	21.775	22.101	22.870	22.189	28.044
<b>Agricultural Services, Forestry, and Fishing</b>										
Firms	99,397	22,678	44,721	17,705	9,489	94,593	4,308	368	99,269	128
Establishments	100,685	22,678	44,731	17,728	9,517	94,654	4,474	593	99,721	964
Employment	588,556	0	95,371	116,703	124,121	336,195	146,305	51,674	534,174	54,382
Annual Payroll	10,255,107	405,908	1,566,553	1,819,044	2,024,836	5,816,341	2,322,283	834,251	8,972,875	1,282,232
Estimated Receipts	31,537,012	1,288,363	5,024,855	5,057,118	5,293,415	16,663,751	6,421,587	3,126,761	26,212,099	5,324,913
Receipts per Firm	317.283	56.811	112.360	285.632	557.848	176.163	1,490.619	8,496.633	264.051	41,600.883
Receipts per Employee	53.584	NA	52.687	43.333	42.647	49.566	43.892	60.509	49.070	97.917
Payroll per Employee	17.424	NA	16.426	15.587	16.313	17.300	15.873	16.145	16.798	23.578
<b>Mining</b>										
Firms	22,486	2,348	10,415	3,685	2,554	19,002	2,526	543	22,071	415
Establishments	28,570	2,348	10,445	3,743	2,652	19,188	3,135	1,491	23,814	4,756
Employment	608,309	0	21,321	24,273	34,562	80,156	93,517	75,306	248,979	359,330
Annual Payroll	24,620,409	156,778	517,552	617,025	942,467	2,233,822	2,813,806	2,766,129	7,813,757	16,806,652
Estimated Receipts	156,155,475	800,004	5,001,608	5,257,503	5,992,531	17,051,646	17,621,445	15,515,804	50,188,895	105,966,580
Receipts per Firm	6,944.564	340.717	480.231	1,426.731	2,346.332	897.361	6,976.027	28,574.225	2,273.975	255,341.157
Receipts per Employee	256.704	NA	234.586	216.599	173.385	212.731	188.430	206.037	201.579	294.900
Payroll per Employee	40.474	NA	24.274	25.420	27.269	27.868	30.089	36.732	31.383	46.772

**Construction**

Firms	594,187	100,192	288,276	105,170	57,958	551,596	38,318	3,627	593,541	646
Establishments	600,299	100,205	288,312	105,232	58,104	551,853	39,240	5,047	596,140	4,159
Employment	4,525,346	0	607,641	687,931	770,379	2,065,951	1,391,296	567,837	4,025,084	500,262
Annual Payroll	125,518,445	2,673,042	12,671,404	14,965,979	18,982,023	49,292,448	39,706,863	18,722,204	107,721,515	17,796,930
Estimated Receipts	573,697,679	12,447,915	73,616,689	69,130,260	81,740,033	236,934,897	171,950,151	85,440,246	494,325,294	79,372,385
Receipts per Firm	965.517	124.241	255.369	657.319	1,410.332	429.544	4,487.451	23,556.726	832.841	122,867.469
Receipts per Employee	126.774	NA	121.152	100.490	106.104	114.686	123.590	150.466	122.811	158.662
Payroll per Employee	27.737	NA	20.853	21.755	24.640	23.859	28.539	32.971	26.763	35.575

**Manufacturing**

Firms	328,167	29,672	99,789	60,944	52,060	242,465	64,607	16,430	323,502	4,665
Establishments	387,337	29,712	99,824	61,043	52,413	242,992	69,342	28,398	340,732	46,605
Employment	18,183,981	0	227,896	408,462	709,357	1,345,715	2,659,299	2,997,298	7,002,312	11,181,669
Annual Payroll	575,961,849	1,783,680	4,621,818	8,719,410	16,766,811	31,891,719	67,962,240	79,563,844	179,417,803	396,544,046
Estimated Receipts	3,143,374,173	9,278,243	23,497,217	39,089,737	71,749,541	143,614,738	314,334,903	426,743,372	884,693,013	2,258,681,160
Receipts per Firm	9,578.581	312.694	235.469	641.404	1,378.209	592.311	4,865.338	25,973.425	2,734.737	484,176.026
Receipts per Employee	172.865	NA	103.105	95.700	101.147	106.720	118.202	142.376	126.343	201.999
Payroll per Employee	31.674	NA	20.280	21.347	23.637	23.699	25.556	26.545	25.623	35.464

**Transportation**

Firms	193,203	26,905	87,446	32,399	21,460	168,210	19,708	3,663	191,581	1,622
Establishments	267,175	26,978	87,611	32,952	22,994	170,535	26,800	13,147	210,482	56,693
Employment	5,621,889	0	184,084	212,779	288,305	685,168	753,953	572,682	2,011,803	3,610,086
Annual Payroll	182,117,612	952,911	3,409,898	4,150,642	5,906,134	14,419,585	17,353,437	15,167,419	46,940,441	135,177,171
Estimated Receipts	947,892,983	3,940,717	20,455,292	18,810,235	24,724,854	67,931,098	73,304,180	67,490,045	208,725,323	739,167,660
Receipts per Firm	4,906.202	146.468	233.919	580.581	1,152.137	403.847	3,719.514	18,424.801	1,089.489	455,713.724
Receipts per Employee	168.608	NA	111.119	88.403	85.759	99.145	97.226	117.849	103.750	204.751
Payroll per Employee	32.394	NA	18.524	19.507	20.486	21.045	23.017	26.485	23.333	37.444

**Wholesale Trade**

Firms	397,233	40,098	166,476	78,616	54,872	340,062	46,051	7,909	394,022	3,211
Establishments	509,604	40,228	167,082	80,621	60,831	348,762	70,333	28,377	447,472	62,132
Employment	6,258,484	0	363,436	520,017	730,559	1,614,012	1,649,739	964,972	4,228,723	2,029,761
Annual Payroll	200,757,826	1,608,425	9,776,697	13,785,304	20,088,395	45,258,821	47,073,040	29,234,135	121,565,996	79,191,830
Estimated Receipts	3,403,745,666	28,408,831	227,683,539	248,704,211	323,389,760	828,186,341	870,676,504	503,055,546	2,201,918,391	1,201,827,275
Receipts per Firm	8,568.638	708.485	1,367.666	3,163.532	5,893.530	2,435.398	18,906.788	63,605.455	5,588.313	374,284.421



**Table A.3** *Enterprises, Establishments, Employment, Annual Payroll, and Receipts by Major Industrial Sector and Firm Size, 1993 (Payroll and Receipts in Thousands of Dollars)—Continued*

Industry	Employment Size of Firm									
	Total	0	1–4	5–9	10–19	<20	20–99	100–499	<500	500+
Receipts per Employee	543.861	NA	626.475	478.262	442.661	513.123	527.766	521.316	520.705	592.103
Payroll per Employee	32.078	NA	26.901	26.509	27.497	28.041	28.534	30.295	28.748	39.015
<b>Retail Trade</b>										
Firms	1,090,076	133,846	466,311	224,416	139,000	963,573	111,069	12,618	1,087,260	2,816
Establishments	1,554,437	134,716	468,263	230,128	155,084	988,191	167,969	82,457	1,238,617	315,820
Employment	19,778,588	0	1,049,947	1,479,083	1,850,269	4,379,299	4,124,692	2,103,512	10,607,503	9,171,085
Annual Payroll	265,297,525	3,158,098	12,174,679	17,035,912	21,753,135	54,121,824	56,067,857	29,860,185	140,049,866	125,247,659
Estimated Receipts	2,029,104,606	21,250,963	122,989,810	139,672,590	166,783,821	450,697,184	466,609,241	238,499,522	1,155,805,947	873,298,659
Receipts per Firm	1,861.434	158.772	263.751	622.382	1,199.884	467.735	4,201.075	18,901.531	1,063.045	310,120.262
Receipts per Employee	102.591	NA	117.139	94.432	90.140	102.915	113.126	113.382	108.961	95.223
Payroll per Employee	13.413	NA	11.596	11.518	11.757	12.359	13.593	14.195	13.203	13.657
<b>Finance, Insurance, and Real Estate</b>										
Firms	426,778	54,392	251,495	58,210	28,828	392,925	24,895	5,936	423,756	3,022
Establishments	609,492	54,644	252,286	60,284	34,557	401,771	48,575	31,441	481,787	127,705
Employment	6,891,117	0	488,223	374,215	380,334	1,242,772	948,190	837,300	3,028,262	3,862,855
Annual Payroll	232,099,601	2,202,704	10,397,258	9,749,904	10,987,575	33,337,441	27,468,544	26,840,302	87,646,287	144,453,314
Estimated Receipts	1,903,897,876	11,484,175	69,381,663	46,996,699	52,004,336	179,866,873	157,641,638	195,524,513	533,033,024	1,370,864,852
Receipts per Firm	4,461.097	211.137	275.877	807.365	1,803.952	457.764	6,332.261	32,938.766	1,257.877	453,628.343
Receipts per Employee	276.283	NA	142.111	125.587	136.733	144.730	166.255	233.518	176.019	354.884
Payroll per Employee	33.681	NA	21.296	26.054	28.889	26.825	28.969	32.056	28.943	37.395
<b>Services</b>										
Firms	2,030,895	230,004	1,039,341	380,465	195,986	1,845,796	146,082	30,857	2,022,735	8,160
Establishments	2,294,559	230,671	1,041,481	386,848	211,988	1,870,988	201,782	94,225	2,166,995	127,564
Employment	32,262,429	0	2,196,422	2,475,411	2,600,566	7,272,399	5,647,481	5,654,129	18,574,009	13,688,420
Annual Payroll	745,774,734	8,999,723	51,274,343	56,204,293	61,648,958	178,127,317	124,205,069	113,177,516	415,509,902	330,264,832
Estimated Receipts	1,904,405,317	24,781,917	181,816,183	157,129,927	159,656,281	523,384,308	316,071,485	280,856,292	1,120,312,085	784,093,232

Receipts per Firm	937.717	107.746	174.934	412.994	814.631	283.555	2,163.658	9,101.866	553.860	96,089.857
Receipts per Employee	59.029	NA	82.778	63.476	61.393	71.969	55.967	49.673	60.316	57.282
Payroll per Employee	23.116	NA	23.344	22.705	23.706	24.494	21.993	20.017	22.371	24.127
<b>Unclassified</b>										
Firms	49,070	31,228	14,548	2,286	782	48,844	223	3	49,070	0
Establishments	49,075	31,228	14,548	2,286	782	48,844	223	8	49,075	0
Employment	55,214	0	23,854	14,777	9,893	48,524	6,162	528	55,214	0
Annual Payroll	804,998	420,458	196,178	85,680	53,002	755,318	31,933	17,747	804,998	0
Estimated Receipts	4,761,247	2,383,444	1,280,711	511,761	300,837	4,476,753	181,928	102,566	4,761,247	0
Receipts per Firm	97.030	76.324	88.033	223.867	384.702	91.654	815.821	34,188.667	97.030	NA
Receipts per Employee	86.233	NA	53.690	34.632	30.409	92.259	29.524	194.254	86.233	NA
Payroll per Employee	14.580	NA	8.224	5.798	5.358	15.566	5.182	33.612	14.580	NA

NA = not available

Note: A firm is defined as an aggregation of all establishments owned by a parent company. A firm may consist of a single, independent establishment or it can include subsidiaries of other branch establishments under the same ownership and control. A firm is also defined only within a state and not across states.

Source: Adapted by the U.S. Small Business Administration, Office of Advocacy, from data provided by the U.S. Department of Commerce, Bureau of the Census.

**Table A.4** *Enterprises, Employment, and Annual Payroll by Firm Size, SBA Region, and State, 1993 (Annual Payroll in Thousands of Dollars)*

		Employment Size of Firm								
SBA Region/State	Total	0	1–4	5–9	10–19	<20	20–99	100–499	<500	500+
United States										
Number of Firms	5,193,642	671,306	2,468,212	962,481	559,602	4,661,601	445,900	71,512	5,179,013	14,629
Employment	94,773,913	0	5,258,195	6,313,651	7,498,345	19,070,191	17,420,634	13,825,238	50,316,063	44,457,850
Annual Payroll	2,363,208,106	22,361,727	106,606,380	127,133,193	159,153,336	415,254,636	385,005,072	316,183,732	1,116,443,440	1,246,764,666
Region I										
Number of Firms	311,983	40,663	144,109	54,773	31,761	271,306	26,765	6,918	304,989	6,994
Employment	5,465,166	0	308,226	356,364	420,352	1,084,942	987,036	850,311	2,922,289	2,542,877
Annual Payroll	150,016,132	1,357,374	6,962,034	8,073,156	9,911,519	26,304,083	24,176,754	21,367,646	71,848,483	78,167,649
Connecticut										
Number of Firms	78,084	9,347	36,657	13,979	8,009	67,992	6,614	1,720	76,326	1,758
Employment	1,406,055	0	77,489	90,995	106,268	274,752	243,442	201,757	719,951	686,104
Annual Payroll	43,035,438	363,846	2,013,870	2,347,430	2,855,890	7,581,036	6,708,249	5,575,667	19,864,952	23,170,486
Maine										
Number of Firms	30,631	4,917	13,980	5,325	2,917	27,139	2,275	533	29,947	684
Employment	411,964	0	29,761	34,943	38,636	103,340	82,601	67,930	253,871	158,093
Annual Payroll	8,888,734	105,420	503,143	604,785	695,217	1,908,565	1,591,974	1,307,951	4,808,490	4,080,244
Massachusetts										
Number of Firms	131,812	16,627	60,205	23,335	13,837	114,004	12,104	3,231	129,339	2,473
Employment	2,632,691	0	130,277	151,775	183,367	465,419	455,540	419,095	1,340,054	1,292,637
Annual Payroll	74,537,645	630,039	3,083,087	3,577,108	4,454,912	11,745,146	11,480,808	10,914,154	34,140,108	40,397,537
New Hampshire										
Number of Firms	28,751	4,021	12,830	5,073	2,914	24,838	2,426	614	27,878	873
Employment	426,624	0	27,516	32,910	38,109	98,535	84,246	63,375	246,156	180,468
Annual Payroll	10,323,279	109,530	561,055	671,743	832,599	2,174,927	1,882,165	1,464,375	5,521,467	4,801,812
Rhode Island										
Number of Firms	24,649	3,327	11,750	3,956	2,311	21,344	2,035	517	23,896	753
Employment	372,150	0	24,834	25,595	30,689	81,118	74,664	61,128	216,910	155,240
Annual Payroll	8,688,763	102,202	498,264	528,860	654,439	1,783,765	1,623,701	1,336,466	4,743,932	3,944,831

## Vermont

Number of Firms	18,056	2,424	8,687	3,105	1,773	15,989	1,311	303	17,603	453
Employment	215,682	0	18,349	20,146	23,283	61,778	46,543	37,026	145,347	70,335
Annual Payroll	4,542,273	46,337	302,615	343,230	418,462	1,110,644	889,857	769,033	2,769,534	1,772,739

## Region II

Number of Firms	588,776	76,717	296,531	97,763	54,922	525,933	46,029	10,333	582,295	6,481
Employment	9,732,371	0	613,376	636,673	729,427	1,979,476	1,717,097	1,446,855	5,143,428	4,588,943
Annual Payroll	297,524,758	2,963,898	14,792,802	15,868,036	19,252,069	52,876,805	46,387,194	39,804,530	139,068,529	158,456,229

## New Jersey

Number of Firms	187,037	24,757	91,163	31,666	17,971	165,557	15,073	3,662	184,292	2,745
Employment	3,099,870	0	190,416	206,188	238,066	634,670	555,832	444,931	1,635,433	1,464,437
Annual Payroll	93,574,310	940,923	4,764,432	5,303,315	6,460,386	17,469,056	15,180,102	12,068,230	44,717,388	48,856,922

## New York

Number of Firms	401,739	51,960	205,368	66,097	36,951	360,376	30,956	6,671	398,003	3,736
Employment	6,632,501	0	422,960	430,485	491,361	1,344,806	1,161,265	1,001,924	3,507,995	3,124,506
Annual Payroll	203,950,448	2,022,975	10,028,370	10,564,721	12,791,683	35,407,749	31,207,092	27,736,300	94,351,141	109,599,307

## Region III

Number of Firms	520,664	58,734	237,112	96,676	56,827	449,349	48,317	12,101	509,767	10,897
Employment	9,835,894	0	510,656	633,362	751,424	1,895,442	1,753,662	1,471,257	5,120,361	4,715,533
Annual Payroll	244,662,382	1,932,641	9,832,724	12,769,407	16,187,840	40,722,612	39,554,500	33,973,566	114,250,678	130,411,704

## Delaware

Number of Firms	17,066	2,344	7,104	2,897	1,752	14,097	1,488	501	16,086	980
Employment	305,021	0	15,019	18,956	23,016	56,991	50,420	36,167	143,578	161,443
Annual Payroll	8,559,231	69,491	293,624	391,771	484,165	1,239,051	1,123,045	777,168	3,139,264	5,419,967

## District of Columbia

Number of Firms	16,285	1,473	6,482	2,675	1,841	12,471	2,032	853	15,356	929
Employment	413,740	0	13,501	17,441	23,274	54,216	66,564	75,911	196,691	217,049
Annual Payroll	13,566,512	89,912	483,207	554,244	736,051	1,863,414	2,099,860	2,521,011	6,484,285	7,082,227

## Maryland

Number of Firms	98,606	12,864	42,843	18,352	10,891	84,950	9,206	2,319	96,475	2,131
Employment	1,726,770	0	92,271	120,586	143,439	356,296	330,493	261,115	947,904	778,866
Annual Payroll	43,974,698	422,394	2,053,886	2,573,180	3,167,230	8,216,690	7,692,827	6,186,148	22,095,665	21,879,033

## Pennsylvania

Number of Firms	230,543	23,262	108,251	43,364	25,474	200,351	21,826	5,011	227,188	3,355
Employment	4,561,247	0	233,988	284,019	339,344	857,351	816,608	705,520	2,379,479	2,181,768
Annual Payroll	111,888,855	863,485	4,264,467	5,589,481	7,324,418	18,041,851	18,029,050	15,673,701	51,744,602	60,144,253

**Table A.4** *Enterprises, Employment, and Annual Payroll by Firm Size, SBA Region, and State, 1993 (Annual Payroll in Thousands of Dollars)—Continued*

SBA Region/State	Total	Employment Size of Firm								
		0	1–4	5–9	10–19	<20	20–99	100–499	<500	500+
Virginia										
Number of Firms	125,151	15,145	56,882	23,289	13,488	108,804	11,077	2,741	122,622	2,529
Employment	2,329,111	0	122,570	152,604	177,855	453,029	395,346	322,076	1,170,451	1,158,660
Annual Payroll	55,915,757	410,707	2,278,192	3,015,889	3,702,025	9,406,813	8,862,304	7,463,596	25,732,713	30,183,044
West Virginia										
Number of Firms	33,013	3,646	15,550	6,099	3,381	28,676	2,688	676	32,040	973
Employment	500,005	0	33,307	39,756	44,496	117,559	94,231	70,468	282,258	217,747
Annual Payroll	10,757,329	76,652	459,348	644,842	773,951	1,954,793	1,747,414	1,351,942	5,054,149	5,703,180
<b>Region IV</b>										
Number of Firms	954,720	119,993	447,663	172,992	97,620	838,268	78,897	19,121	936,286	18,434
Employment	16,994,418	0	957,305	1,130,165	1,289,926	3,377,396	2,891,149	2,303,994	8,572,539	8,421,879
Annual Payroll	371,814,230	3,722,568	17,159,931	20,962,163	25,381,235	67,225,897	57,593,889	45,590,966	170,410,752	201,403,478
Alabama										
Number of Firms	75,349	8,734	33,763	14,402	8,150	65,049	6,769	1,660	73,478	1,871
Employment	1,447,134	0	73,063	94,249	107,986	275,298	248,034	203,029	726,361	720,773
Annual Payroll	30,707,709	236,881	1,120,427	1,601,472	2,025,350	4,984,130	4,819,288	3,791,941	13,595,359	17,112,350
Florida										
Number of Firms	322,467	45,235	157,971	56,403	30,848	290,457	23,666	4,943	319,066	3,401
Employment	4,805,651	0	333,255	368,028	407,333	1,108,616	880,123	636,610	2,625,349	2,180,302
Annual Payroll	104,101,893	1,434,959	6,762,808	7,419,188	8,346,833	23,963,788	17,910,640	12,747,288	54,621,716	49,480,177
Georgia										
Number of Firms	136,658	17,576	61,699	24,764	14,202	118,241	11,812	3,372	133,425	3,233
Employment	2,648,435	0	131,871	161,678	187,016	480,565	421,286	351,087	1,252,938	1,395,497
Annual Payroll	63,027,901	609,173	2,609,755	3,195,526	3,953,097	10,367,551	8,862,835	7,459,461	26,689,847	36,338,054
Kentucky										
Number of Firms	68,485	7,477	30,653	12,800	7,681	58,611	6,490	1,552	66,653	1,832
Employment	1,259,544	0	66,391	83,848	101,572	251,811	237,721	178,166	667,698	591,846
Annual Payroll	26,636,389	228,726	1,018,915	1,405,992	1,799,285	4,452,918	4,387,030	3,344,433	12,184,381	14,452,008

Mississippi										
Number of Firms	46,240	5,209	22,318	8,205	4,679	40,411	3,593	957	44,961	1,279
Employment	796,551	0	47,638	53,620	61,878	163,136	128,909	116,161	408,206	388,345
Annual Payroll	15,203,494	160,800	647,909	800,093	1,041,454	2,650,256	2,249,128	2,003,085	6,902,469	8,301,025
North Carolina										
Number of Firms	139,921	16,732	65,013	26,001	14,654	122,400	11,917	2,918	137,235	2,686
Employment	2,759,270	0	139,987	169,672	194,527	504,186	440,469	383,326	1,327,981	1,431,289
Annual Payroll	60,631,617	468,874	2,293,291	3,067,637	3,728,864	9,558,666	8,762,837	7,606,561	25,928,064	34,703,553
South Carolina										
Number of Firms	68,738	8,042	31,758	12,759	7,218	59,777	5,788	1,477	67,042	1,696
Employment	1,307,776	0	69,403	83,485	94,778	247,666	205,906	165,612	619,184	688,592
Annual Payroll	27,589,242	229,594	1,099,231	1,396,051	1,747,660	4,472,536	3,715,378	3,152,879	11,340,793	16,248,449
Tennessee										
Number of Firms	96,862	10,988	44,488	17,658	10,188	83,322	8,862	2,242	94,426	2,436
Employment	1,970,057	0	95,697	115,585	134,836	346,118	328,701	270,003	944,822	1,025,235
Annual Payroll	43,915,985	353,561	1,607,595	2,076,204	2,738,692	6,776,052	6,886,753	5,485,318	19,148,123	24,767,862
Region V										
Number of Firms	945,912	114,969	415,008	178,037	108,276	816,290	92,571	21,252	930,113	15,799
Employment	18,668,075	0	896,950	1,168,858	1,441,752	3,507,560	3,480,624	2,883,219	9,871,403	8,796,672
Annual Payroll	471,625,070	3,539,670	17,649,440	23,180,523	30,447,802	74,817,435	77,738,725	65,334,294	217,890,454	253,734,616
Illinois										
Number of Firms	238,362	29,200	107,618	42,836	26,404	206,058	22,957	5,610	234,625	3,737
Employment	4,696,332	0	227,631	280,956	350,638	859,225	854,294	713,364	2,426,883	2,269,449
Annual Payroll	127,223,868	1,116,948	5,188,904	6,281,746	8,259,505	20,847,103	20,935,290	17,601,355	59,383,748	67,840,120
Indiana										
Number of Firms	110,675	12,226	48,246	21,376	12,722	94,570	10,974	2,738	108,282	2,393
Employment	2,258,311	0	105,408	140,223	168,694	414,325	407,106	359,897	1,181,328	1,076,983
Annual Payroll	52,689,146	341,262	1,782,280	2,448,939	3,173,468	7,745,949	8,366,672	7,209,334	23,321,955	29,367,191
Michigan										
Number of Firms	181,162	23,577	78,262	35,194	21,070	158,103	16,989	3,494	178,586	2,576
Employment	3,448,372	0	171,534	230,915	281,600	684,049	645,250	500,169	1,829,468	1,618,904
Annual Payroll	92,498,672	691,784	3,506,726	4,699,938	6,161,832	15,060,280	15,042,601	11,793,517	41,896,398	50,602,274
Minnesota										
Number of Firms	101,436	13,573	43,208	18,629	11,673	87,083	9,988	2,385	99,456	1,980
Employment	1,944,204	0	92,944	122,433	155,943	371,320	376,777	324,537	1,072,634	871,570
Annual Payroll	47,813,841	398,182	1,758,410	2,285,290	3,097,926	7,539,808	8,040,046	7,339,773	22,919,627	24,894,214

**Table A.4** *Enterprises, Employment, and Annual Payroll by Firm Size, SBA Region, and State, 1993 (Annual Payroll in Thousands of Dollars)—Continued*

		Employment Size of Firm								
SBA Region/State	Total	0	1–4	5–9	10–19	<20	20–99	100–499	<500	500+
Ohio										
Number of Firms	205,355	23,532	90,288	39,540	23,567	176,927	20,569	4,663	202,159	3,196
Employment	4,262,358	0	197,461	259,341	313,163	769,965	780,137	640,071	2,190,173	2,072,185
Annual Payroll	104,086,981	672,449	3,622,653	5,037,223	6,529,408	15,861,733	16,791,497	14,064,441	46,717,671	57,369,310
Wisconsin										
Number of Firms	108,922	12,861	47,386	20,462	12,840	93,549	11,094	2,362	107,005	1,917
Employment	2,058,498	0	101,972	134,990	171,714	408,676	417,060	345,181	1,170,917	887,581
Annual Payroll	47,312,562	319,045	1,790,467	2,427,387	3,225,663	7,762,562	8,562,619	7,325,874	23,651,055	23,661,507
Region VI										
Number of Firms	562,395	67,477	261,915	103,042	59,959	492,393	49,217	10,934	552,544	9,851
Employment	9,950,775	0	560,800	674,415	795,298	2,030,513	1,820,053	1,380,604	5,231,170	4,719,605
Annual Payroll	228,488,746	2,245,162	10,667,925	12,553,784	15,382,958	40,849,829	36,033,922	29,329,978	106,213,729	122,275,017
Arkansas										
Number of Firms	48,954	5,825	23,053	8,756	5,132	42,766	3,950	943	47,659	1,295
Employment	817,939	0	49,051	57,468	67,386	173,905	142,966	112,513	429,384	388,555
Annual Payroll	15,694,996	134,826	754,945	911,948	1,162,477	2,964,196	2,430,939	2,007,278	7,402,413	8,292,583
Louisiana										
Number of Firms	76,906	8,357	34,586	14,573	8,506	66,022	7,412	1,662	75,096	1,810
Employment	1,376,196	0	74,487	95,510	112,743	282,740	279,239	208,315	770,294	605,902
Annual Payroll	29,711,024	289,439	1,333,078	1,652,869	2,074,091	5,349,477	5,193,948	4,119,405	14,662,830	15,048,194
New Mexico										
Number of Firms	33,214	4,222	14,776	5,960	3,600	28,558	2,856	704	32,118	1,096
Employment	468,996	0	31,514	38,941	47,375	117,830	100,108	72,203	290,141	178,855
Annual Payroll	9,672,348	95,925	491,078	637,162	787,897	2,012,062	1,755,986	1,307,204	5,075,252	4,597,096
Oklahoma										
Number of Firms	66,654	7,716	31,910	12,089	6,581	58,296	5,596	1,219	65,111	1,543
Employment	1,002,623	0	67,891	78,883	86,938	233,712	204,357	147,578	585,647	416,976
Annual Payroll	21,297,522	207,429	1,098,609	1,329,438	1,567,472	4,202,948	3,680,610	2,917,628	10,801,186	10,496,336

## Texas

Number of Firms	336,667	41,357	157,590	61,664	36,140	296,751	29,403	6,406	332,560	4,107
Employment	6,285,021	0	337,857	403,613	480,856	1,222,326	1,093,383	839,995	3,155,704	3,129,317
Annual Payroll	152,112,856	1,517,543	6,990,215	8,022,367	9,791,021	26,321,146	22,972,439	18,978,463	68,272,048	83,840,808

## Region VII

Number of Firms	274,219	31,799	127,153	49,576	29,058	237,586	24,698	5,668	267,952	6,267
Employment	4,673,837	0	270,542	324,823	385,326	980,691	905,720	678,366	2,564,777	2,109,060
Annual Payroll	101,322,216	745,649	4,226,142	5,525,387	7,183,822	17,681,000	17,404,884	13,432,950	48,518,834	52,803,382

## Iowa

Number of Firms	63,824	7,120	29,578	11,704	6,957	55,359	5,829	1,298	62,486	1,338
Employment	1,071,993	0	63,408	76,697	92,329	232,434	214,431	165,498	612,363	459,630
Annual Payroll	21,918,196	138,314	913,076	1,190,288	1,611,887	3,853,565	3,936,480	3,142,473	10,932,518	10,985,678

## Kansas

Number of Firms	57,780	6,548	26,718	10,431	6,116	49,813	5,177	1,247	56,237	1,543
Employment	927,666	0	56,525	68,094	80,984	205,603	186,595	139,468	531,666	396,000
Annual Payroll	20,082,386	149,083	865,877	1,163,391	1,509,254	3,687,605	3,602,964	2,795,383	10,085,952	9,996,434

## Missouri

Number of Firms	113,526	13,792	52,860	20,175	11,760	98,587	10,245	2,363	111,195	2,331
Employment	2,040,272	0	112,226	132,383	156,055	400,664	378,737	286,333	1,065,734	974,538
Annual Payroll	46,752,543	367,343	1,899,135	2,426,039	3,060,167	7,752,684	7,599,732	5,834,776	21,187,192	25,565,351

## Nebraska

Number of Firms	39,089	4,339	17,997	7,266	4,225	33,827	3,447	760	38,034	1,055
Employment	633,906	0	38,383	47,649	55,958	141,990	125,957	87,067	355,014	278,892
Annual Payroll	12,569,091	90,909	548,054	745,669	1,002,514	2,387,146	2,265,708	1,660,318	6,313,172	6,255,919

## Region VIII

Number of Firms	203,218	29,508	90,581	35,880	20,835	176,804	17,083	3,941	197,828	5,390
Employment	2,936,365	0	193,076	234,638	276,370	704,084	613,048	408,464	1,725,596	1,210,769
Annual Payroll	64,351,704	741,550	3,399,990	4,143,965	5,073,964	13,359,469	11,833,899	8,260,597	33,453,965	30,897,739

## Colorado

Number of Firms	93,354	13,925	42,136	16,253	9,206	81,520	7,739	1,869	91,128	2,226
Employment	1,421,178	0	89,220	106,226	121,963	317,409	280,733	190,555	788,697	632,481
Annual Payroll	34,312,923	397,977	1,789,701	2,128,116	2,554,493	6,870,287	5,937,438	4,192,148	16,999,873	17,313,050

## Montana

Number of Firms	24,132	3,633	11,311	4,307	2,278	21,529	1,775	318	23,622	510
Employment	245,753	0	24,041	28,158	30,385	82,584	62,482	31,118	176,184	69,569
Annual Payroll	4,521,099	61,428	354,568	420,504	467,270	1,303,770	1,026,108	595,744	2,925,622	1,595,477



**Table A.4** *Enterprises, Employment, and Annual Payroll by Firm Size, SBA Region, and State, 1993 (Annual Payroll in Thousands of Dollars)—Continued*

		Employment Size of Firm								
SBA Region/State	Total	0	1–4	5–9	10–19	<20	20–99	100–499	<500	500+
North Dakota										
Number of Firms	16,989	2,037	7,884	2,944	1,851	14,716	1,479	325	16,520	469
Employment	216,020	0	16,692	19,273	24,344	60,309	53,780	34,538	148,627	67,393
Annual Payroll	3,955,863	37,016	221,248	293,218	385,887	937,369	881,733	599,029	2,418,131	1,537,732
South Dakota										
Number of Firms	19,184	2,528	8,820	3,352	2,008	16,708	1,563	422	18,693	491
Employment	247,829	0	18,562	21,922	26,671	67,155	54,851	42,824	164,830	82,999
Annual Payroll	4,335,957	45,983	255,043	321,853	419,769	1,042,648	937,611	758,077	2,738,336	1,597,621
Utah										
Number of Firms	35,297	5,261	13,920	6,499	4,102	29,782	3,530	762	34,074	1,223
Employment	660,301	0	30,604	42,751	54,703	128,058	128,214	88,769	345,041	315,260
Annual Payroll	14,146,962	154,898	568,111	725,324	949,611	2,397,944	2,441,490	1,700,289	6,539,723	7,607,239
Wyoming										
Number of Firms	14,262	2,124	6,510	2,525	1,390	12,549	997	245	13,791	471
Employment	145,284	0	13,957	16,308	18,304	48,569	32,988	20,660	102,217	43,067
Annual Payroll	3,078,900	44,248	211,319	254,950	296,934	807,451	609,519	415,310	1,832,280	1,246,620
Region IX										
Number of Firms	741,357	96,257	343,178	132,314	80,158	651,907	67,219	13,687	732,813	8,544
Employment	13,067,429	0	722,369	867,547	1,068,591	2,658,507	2,529,249	1,885,919	7,073,675	5,993,754
Annual Payroll	348,879,498	4,228,804	17,698,991	18,620,491	23,539,609	64,087,895	58,745,012	47,305,159	170,138,066	178,741,432
Arizona										
Number of Firms	77,280	10,885	33,787	13,806	8,097	66,575	6,954	1,744	75,273	2,007
Employment	1,325,469	0	72,149	90,639	107,497	270,285	250,925	190,062	711,272	614,197
Annual Payroll	29,710,792	351,383	1,489,647	1,723,373	2,062,695	5,627,098	4,847,712	3,779,415	14,254,225	15,456,567
California										
Number of Firms	610,659	78,447	286,708	108,915	66,037	540,107	55,180	10,622	605,909	4,750
Employment	10,725,128	0	601,258	713,775	881,135	2,196,168	2,096,019	1,545,788	5,837,975	4,887,153
Annual Payroll	295,173,268	3,526,580	15,060,419	15,547,521	19,687,650	53,822,170	49,755,441	40,112,460	143,690,071	151,483,197

Hawaii										
Number of Firms	24,429	2,594	10,692	4,618	2,916	20,820	2,429	535	23,784	645
Employment	435,904	0	23,250	30,351	38,848	92,449	88,793	74,629	255,871	180,033
Annual Payroll	10,551,898	91,223	531,300	642,624	866,657	2,131,804	1,998,546	1,791,003	5,921,353	4,630,545
Nevada										
Number of Firms	28,989	4,331	11,991	4,975	3,108	24,405	2,656	786	27,847	1,142
Employment	580,928	0	25,712	32,782	41,111	99,605	93,512	75,440	268,557	312,371
Annual Payroll	13,443,540	259,618	617,625	706,973	922,607	2,506,823	2,143,313	1,622,281	6,272,417	7,171,123
<b>Region X</b>										
Number of Firms	240,118	35,544	105,791	43,655	25,771	210,761	20,196	4,429	235,386	4,732
Employment	3,449,583	0	224,895	286,806	339,879	851,580	722,996	516,249	2,090,825	1,358,758
Annual Payroll	84,523,370	884,411	4,216,401	5,436,281	6,792,518	17,329,611	15,536,293	11,784,046	44,649,950	39,873,420
Alaska										
Number of Firms	14,128	2,706	5,770	2,563	1,427	12,466	988	263	13,717	411
Employment	172,423	0	12,451	16,815	18,955	48,221	34,954	29,549	112,724	59,699
Annual Payroll	5,483,210	77,849	330,707	426,332	478,463	1,313,351	940,723	873,940	3,128,014	2,355,196
Idaho										
Number of Firms	26,362	4,151	11,245	4,838	2,827	23,061	2,159	475	25,695	667
Employment	344,209	0	24,445	31,718	37,098	93,261	74,655	46,004	213,920	130,289
Annual Payroll	7,127,376	90,682	393,172	510,397	624,789	1,619,040	1,309,720	831,671	3,760,431	3,366,945
Oregon										
Number of Firms	75,493	10,731	33,586	13,791	8,043	66,151	6,369	1,394	73,914	1,579
Employment	1,073,896	0	71,606	90,563	106,163	268,332	227,362	164,706	660,400	413,496
Annual Payroll	24,852,194	255,413	1,300,813	1,626,675	2,040,334	5,223,235	4,766,981	3,716,665	13,706,881	11,145,313
Washington										
Number of Firms	124,135	17,956	55,190	22,463	13,474	109,083	10,680	2,297	122,060	2,075
Employment	1,859,055	0	116,393	147,710	177,663	441,766	386,025	275,990	1,103,781	755,274
Annual Payroll	47,060,590	460,467	2,191,709	2,872,877	3,648,932	9,173,985	8,518,869	6,361,770	24,054,624	23,005,966

Note: A firm is defined as an aggregation of all establishments owned by a parent company. A firm may consist of a single, independent establishment or it can include subsidiaries or other branch establishments under the same ownership and control. A firm is also defined only within a state and not across states.

Source: Adapted by the U.S. Small Business Administration, Office of Advocacy, from data provided by the U.S. Department of Commerce, Bureau of the Census.

**Table A.5** *Various Statistics by Industry (Two-Digit SIC Code) and Firm Size, 1993 (Payroll and Receipts in Thousands of Dollars)*

Industry	Employment Size of Firm									
	Total	0	1-4	5-9	10-19	<20	20-99	100-499	<500	500+
<b>U.S. Total</b>										
Firms	5,193,642	671,306	2,468,212	962,481	559,602	4,661,601	445,900	71,512	5,179,013	14,629
Establishments	6,401,233	673,408	2,474,583	980,865	608,922	4,737,778	631,873	285,184	5,654,835	746,398
Employment	94,773,913	0	5,258,195	6,313,651	7,498,345	19,070,191	17,420,634	13,825,238	50,316,063	44,457,850
Annual Payroll	2,363,208,106	22,361,727	106,606,380	127,133,193	159,153,336	415,254,636	385,005,072	316,183,732	1,116,443,440	1,246,764,666
Estimated Receipts	14,098,572,034	116,064,572	730,747,567	730,360,041	891,635,409	2,468,807,589	2,394,813,062	1,816,354,667	6,679,975,318	7,418,596,716
Receipts per Firm	2,714.6	172.9	296.1	758.8	1,593.3	529.6	5,370.7	25,399.3	1,289.8	507,115.8
Receipts per Employee	148.8	NA	139.0	115.7	118.9	129.5	137.5	131.4	132.8	166.9
Payroll per Employee	24.9	NA	20.3	20.1	21.2	21.8	22.1	22.9	22.2	28.0
<b>Agricultural Services, Forestry, and Fishing</b>										
Firms	99,397	22,678	44,721	17,705	9,489	94,593	4,308	368	99,269	128
Establishments	100,685	22,678	44,731	17,728	9,517	94,654	4,474	593	99,721	964
Employment	588,556	0	95,371	116,703	124,121	336,195	146,305	51,674	534,174	54,382
Annual Payroll	10,255,107	405,908	1,566,553	1,819,044	2,024,836	5,816,341	2,322,283	834,251	8,972,875	1,282,232
Estimated Receipts	31,537,012	1,288,363	5,024,855	5,057,118	5,293,415	16,663,751	6,421,587	3,126,761	26,212,099	5,324,913
Receipts per Firm	317.3	56.8	112.4	285.6	557.8	176.2	1,490.6	8,496.6	264.1	41,600.9
Receipts per Employee	53.6	NA	52.7	43.3	42.6	49.6	43.9	60.5	49.1	97.9
Payroll per Employee	17.4	NA	16.4	15.6	16.3	17.3	15.9	16.1	16.8	23.6
<b>Forestry</b>										
Firms	2,203	544	963	295	189	1,991	155	25	2,171	32
Establishments	2,272	544	963	301	189	1,997	174	27	2,198	74
Employment	17,762	0	1,954	1,911	2,513	6,378	5,575	3,150	15,103	2,659
Annual Payroll	350,242	12,320	39,373	38,667	50,569	140,929	98,447	36,032	275,408	74,834
Estimated Receipts	1,550,752	58,322	186,074	156,885	244,792	646,073	363,076	159,349	1,168,498	382,254
Receipts per Firm	703.9	107.2	193.2	531.8	1,295.2	324.5	2,342.4	6,374.0	538.2	11,945.4
Receipts per Employee	87.3	NA	95.2	82.1	97.4	101.3	65.1	50.6	77.4	143.8
Payroll per Employee	19.7	NA	20.1	20.2	20.1	22.1	17.7	11.4	18.2	28.1

**Fishing, Hunting, and Trapping**

Firms	2,093	639	1,027	173	115	1,954	104	26	2,084	9
Establishments	2,118	639	1,028	175	117	1,959	112	31	2,102	16
Employment	12,738	0	1,817	1,143	1,479	4,439	3,720	3,204	11,363	1,375
Annual Payroll	321,233	17,484	41,260	22,634	27,035	108,413	91,760	79,518	279,691	41,542
Estimated Receipts	1,415,399	79,896	242,667	90,010	92,405	504,978	399,161	321,099	1,225,238	190,161
Receipts per Firm	676.3	125.0	236.3	520.3	803.5	258.4	3,838.1	12,350.0	587.9	21,129.0
Receipts per Employee	111.1	NA	133.6	78.7	62.5	113.8	107.3	100.2	107.8	138.3
Payroll per Employee	25.2	NA	22.7	19.8	18.3	24.4	24.7	24.8	24.6	30.2

**All Mining**

Firms	22,486	2,348	10,415	3,685	2,554	19,002	2,526	543	22,071	415
Establishments	28,570	2,348	10,445	3,743	2,652	19,188	3,135	1,491	23,814	4,756
Employment	608,309	0	21,321	24,273	34,562	80,156	93,517	75,306	248,979	359,330
Annual Payroll	24,620,409	156,778	517,552	617,025	942,467	2,233,822	2,813,806	2,766,129	7,813,757	16,806,652
Estimated Receipts	156,155,475	800,004	5,001,608	5,257,503	5,992,531	17,051,646	17,621,445	15,515,804	50,188,895	105,966,580
Receipts per Firm	6,944.6	340.7	480.2	1,426.7	2,346.3	897.4	6,976.0	28,574.2	2,274.0	255,341.2
Receipts per Employee	256.7	NA	234.6	216.6	173.4	212.7	188.4	206.0	201.6	294.9
Payroll per Employee	40.5	NA	24.3	25.4	27.3	27.9	30.1	36.7	31.4	46.8

**Metal Mining**

Firms	609	119	237	67	39	462	52	32	546	63
Establishments	998	119	237	67	40	463	93	72	628	370
Employment	52,799	0	445	431	529	1,405	2,136	5,037	8,578	44,221
Annual Payroll	2,182,101	5,362	14,366	14,223	15,531	49,482	74,101	187,813	311,396	1,870,705
Estimated Receipts	10,416,796	31,830	45,039	34,500	51,657	163,026	301,315	875,080	1,339,421	9,077,375
Receipts per Firm	17,104.8	267.5	190.0	514.9	1,324.5	352.9	5,794.5	27,346.3	2,453.2	144,085.3
Receipts per Employee	197.3	NA	101.2	80.0	97.7	116.0	141.1	173.7	156.1	205.3
Payroll per Employee	41.3	NA	32.3	33.0	29.4	35.2	34.7	37.3	36.3	42.3

**Coal Mining**

Firms	1,954	226	394	278	350	1,248	528	98	1,874	80
Establishments	2,759	226	402	282	356	1,266	566	206	2,038	721
Employment	122,209	0	894	1,890	4,889	7,673	20,342	16,366	44,381	77,828
Annual Payroll	4,828,932	33,759	24,189	46,844	123,586	228,378	620,852	602,364	1,451,594	3,377,338
Estimated Receipts	24,875,555	173,549	232,975	299,674	963,918	1,670,116	4,388,286	3,091,963	9,150,365	15,725,190
Receipts per Firm	12,730.6	767.9	591.3	1,078.0	2,754.1	1,338.2	8,311.1	31,550.6	4,882.8	196,564.9
Receipts per Employee	203.5	NA	260.6	158.6	197.2	217.7	215.7	188.9	206.2	202.1
Payroll per Employee	39.5	NA	27.1	24.8	25.3	29.8	30.5	36.8	32.7	43.4

**Table A.5** *Various Statistics by Industry (Two-Digit SIC Code) and Firm Size, 1993 (Payroll and Receipts in Thousands of Dollars)*

Industry	Employment Size of Firm									
	Total	0	1-4	5-9	10-19	<20	20-99	100-499	<500	500+
<b>Food and Kindred Products</b>										
Firms	16,389	1,551	3,853	2,688	2,525	10,617	3,755	1,369	15,741	648
Establishments	22,256	1,551	3,854	2,695	2,539	10,639	4,021	2,153	16,813	5,443
Employment	1,621,565	0	9,099	18,074	34,310	61,483	155,512	241,005	458,000	1,163,565
Annual Payroll	44,456,189	86,489	152,037	294,961	617,077	1,150,564	3,457,257	6,028,301	10,636,122	33,820,067
Estimated Receipts	417,568,199	912,141	1,690,030	3,265,633	5,880,978	11,748,782	35,665,784	63,884,099	111,298,665	306,269,534
Receipts per Firm	25,478.6	588.1	438.6	1,214.9	2,329.1	1,106.6	9,498.2	46,664.8	7,070.6	472,638.2
Receipts per Employee	257.5	NA	185.7	180.7	171.4	191.1	229.3	265.1	243.0	263.2
Payroll per Employee	27.4	NA	16.7	16.3	18.0	18.7	22.2	25.0	23.2	29.1
<b>Tobacco Products</b>										
Firms	84	10	21	6	4	41	13	13	67	17
Establishments	169	10	21	6	4	41	14	18	73	96
Employment	57,371	0	54	36	51	141	578	2,897	3,616	53,755
Annual Payroll	2,453,794	159	1,011	358	1,226	2,754	10,383	52,524	65,661	2,388,133
Estimated Receipts	28,964,746	1,868	18,527	4,409	6,272	31,076	89,352	742,927	863,355	28,101,391
Receipts per Firm	344,818.4	186.8	882.2	734.8	1,568.0	758.0	6,873.2	57,148.2	12,885.9	1,653,023.0
Receipts per Employee	504.9	NA	343.1	122.5	123.0	220.4	154.6	256.4	238.8	522.8
Payroll per Employee	42.8	NA	18.7	9.9	24.0	19.5	18.0	18.1	18.2	44.4
<b>Textile Mill Products</b>										
Firms	5,109	535	1,023	665	697	2,920	1,301	583	4,804	305
Establishments	6,534	535	1,023	668	697	2,923	1,351	809	5,083	1,451
Employment	642,073	0	2,371	4,510	9,729	16,610	59,847	113,839	190,296	451,777
Annual Payroll	14,372,069	47,437	52,972	95,470	193,022	388,901	1,242,797	2,460,330	4,092,028	10,280,041
Estimated Receipts	74,171,106	266,692	277,952	503,210	1,007,201	2,055,055	6,230,946	13,262,181	21,548,182	52,622,924
Receipts per Firm	14,517.7	498.5	271.7	756.7	1,445.1	703.8	4,789.4	22,748.2	4,485.5	172,534.2
Receipts per Employee	115.5	NA	117.2	111.6	103.5	123.7	104.1	116.5	113.2	116.5
Payroll per Employee	22.4	NA	22.3	21.2	19.8	23.4	20.8	21.6	21.5	22.8

**Apparel**

Firms	22,773	3,333	5,595	3,393	3,401	15,722	5,231	1,449	22,402	371
Establishments	24,794	3,335	5,597	3,395	3,408	15,735	5,363	1,976	23,074	1,720
Employment	1,005,706	0	12,837	22,843	47,108	82,788	226,482	263,878	573,148	432,558
Annual Payroll	16,789,590	191,864	219,111	336,197	719,806	1,466,978	3,379,874	4,125,080	8,971,932	7,817,658
Estimated Receipts	70,572,287	875,123	1,211,433	1,568,433	3,222,009	6,876,998	14,232,475	17,362,357	38,471,830	32,100,457
Receipts per Firm	3,098.9	262.6	216.5	462.3	947.4	437.4	2,720.8	11,982.3	1,717.3	86,524.1
Receipts per Employee	70.2	NA	94.4	68.7	68.4	83.1	62.8	65.8	67.1	74.2
Payroll per Employee	16.7	NA	17.1	14.7	15.3	17.7	14.9	15.6	15.7	18.1

**Lumber and Wood Products,  
except Furniture**

Firms	35,325	4,377	12,903	7,059	5,222	29,561	4,589	873	35,023	302
Establishments	37,677	4,381	12,903	7,065	5,233	29,582	4,820	1,474	35,876	1,801
Employment	690,710	0	28,872	46,970	70,413	146,255	177,938	136,180	460,373	230,337
Annual Payroll	15,781,846	148,281	487,205	788,786	1,280,678	2,704,950	3,671,176	3,003,482	9,379,608	6,402,238
Estimated Receipts	87,510,229	944,011	3,270,049	4,763,588	6,814,884	15,792,532	20,091,068	17,366,593	53,250,193	34,260,036
Receipts per Firm	2,477.3	215.7	253.4	674.8	1,305.0	534.2	4,378.1	19,893.0	1,520.4	113,443.8
Receipts per Employee	126.7	NA	113.3	101.4	96.8	108.0	112.9	127.5	115.7	148.7
Payroll per Employee	22.8	NA	16.9	16.8	18.2	18.5	20.6	22.1	20.4	27.8

**Furniture and Fixtures**

Firms	10,790	961	3,189	1,840	1,663	7,653	2,290	614	10,557	233
Establishments	11,721	961	3,190	1,841	1,672	7,664	2,362	810	10,836	885
Employment	486,426	0	7,245	12,421	22,905	42,571	96,873	103,566	243,010	243,416
Annual Payroll	11,042,245	60,087	122,783	223,376	444,155	850,401	2,083,130	2,243,427	5,176,958	5,865,287
Estimated Receipts	45,919,533	260,172	526,855	903,740	1,686,660	3,377,427	8,367,832	10,043,136	21,788,395	24,131,138
Receipts per Firm	4,255.7	270.7	165.2	491.2	1,014.2	441.3	3,654.1	16,356.9	2,063.9	103,567.1
Receipts per Employee	94.4	NA	72.7	72.8	73.6	79.3	86.4	97.0	89.7	99.1
Payroll per Employee	22.7	NA	16.9	18.0	19.4	20.0	21.5	21.7	21.3	24.1

**Paper and Allied Products**

Firms	4,332	201	546	520	696	1,963	1,496	587	4,046	286
Establishments	6,857	201	546	520	699	1,966	1,541	947	4,454	2,403
Employment	674,953	0	1,302	3,596	9,879	14,777	66,881	99,426	181,084	493,869
Annual Payroll	23,544,152	38,695	29,341	80,954	233,586	382,576	1,753,596	2,947,660	5,083,832	18,460,320
Estimated Receipts	136,721,026	239,606	181,436	459,950	1,249,892	2,130,884	9,905,604	17,729,508	29,765,996	106,955,030
Receipts per Firm	31,560.7	1,192.1	332.3	884.5	1,795.8	1,085.5	6,621.4	30,203.6	7,356.9	373,968.6
Receipts per Employee	202.6	NA	139.4	127.9	126.5	144.2	148.1	178.3	164.4	216.6
Payroll per Employee	34.9	NA	22.5	22.5	23.6	25.9	26.2	29.6	28.1	37.4

**Table A.5** *Various Statistics by Industry (Two-Digit SIC Code) and Firm Size, 1993 (Payroll and Receipts in Thousands of Dollars)—Continued*

Industry	Employment Size of Firm									
	Total	0	1-4	5-9	10-19	<20	20-99	100-499	<500	500+
<b>Printing, Publishing, and Allied Industries</b>										
Firms	60,530	5,160	24,208	13,005	8,231	50,604	7,818	1,546	59,968	562
Establishments	66,745	5,161	24,213	13,029	8,305	50,708	8,413	2,852	61,973	4,772
Employment	1,580,596	0	55,398	85,520	110,306	251,224	307,577	263,457	822,258	758,338
Annual Payroll	45,563,779	219,452	1,037,010	1,707,423	2,576,802	5,540,687	8,468,892	7,557,297	21,566,876	23,996,903
Estimated Receipts	170,985,498	911,123	4,432,933	6,131,977	8,717,980	20,194,013	29,294,288	31,414,600	80,902,901	90,082,597
Receipts per Firm	2,824.8	176.6	183.1	471.5	1,059.2	399.1	3,747.0	20,319.9	1,349.1	160,289.3
Receipts per Employee	108.2	NA	80.0	71.7	79.0	80.4	95.2	119.2	98.4	118.8
Payroll per Employee	28.8	NA	18.7	20.0	23.4	22.1	27.5	28.7	26.2	31.6
<b>Chemicals and Allied Products</b>										
Firms	8,660	625	2,218	1,458	1,298	5,599	1,802	681	8,082	578
Establishments	13,757	626	2,218	1,462	1,324	5,630	2,082	1,318	9,030	4,727
Employment	1,105,631	0	5,107	9,812	17,634	32,553	71,200	104,872	208,625	897,006
Annual Payroll	48,561,687	62,239	142,339	281,127	526,506	1,012,211	2,294,695	3,510,935	6,817,841	41,743,846
Estimated Receipts	338,168,503	565,953	1,423,730	2,472,556	4,746,396	9,208,635	20,275,810	33,220,608	62,705,053	275,463,450
Receipts per Firm	39,049.5	905.5	641.9	1,695.9	3,656.7	1,644.7	11,251.8	48,782.1	7,758.6	476,580.4
Receipts per Employee	305.9	NA	278.8	252.0	269.2	282.9	284.8	316.8	300.6	307.1
Payroll per Employee	43.9	NA	27.9	28.7	29.9	31.1	32.2	33.5	32.7	46.5
<b>Petroleum Refining and Related Industries</b>										
Firms	1,193	65	249	174	142	630	265	155	1,050	143
Establishments	2,435	65	251	177	147	640	377	376	1,393	1,042
Employment	149,497	0	561	1,156	1,835	3,552	8,551	13,039	25,142	124,355
Annual Payroll	7,415,518	5,920	22,447	46,047	73,429	147,843	319,387	497,357	964,587	6,450,931
Estimated Receipts	154,756,626	109,596	356,360	591,630	871,176	1,928,762	3,792,784	6,779,758	12,501,304	142,255,322
Receipts per Firm	129,720.6	1,686.1	1,431.2	3,400.2	6,135.0	3,061.5	14,312.4	43,740.4	11,906.0	994,792.5
Receipts per Employee	1,035.2	NA	635.2	511.8	474.8	543.0	443.5	520.0	497.2	1,143.9
Payroll per Employee	49.6	NA	40.0	39.8	40.0	41.6	37.4	38.1	38.4	51.9

**Rubber and Miscellaneous  
Plastics Products**

Firms	13,319	930	2,389	1,876	2,188	7,383	3,901	1,345	12,629	690
Establishments	16,551	933	2,389	1,876	2,195	7,393	4,108	2,151	13,652	2,899
Employment	951,566	0	5,655	12,827	30,398	48,880	167,757	228,271	444,908	506,658
Annual Payroll	26,444,039	68,555	147,402	295,516	720,768	1,232,241	4,040,323	5,605,351	10,877,915	15,566,124
Estimated Receipts	120,581,438	330,157	767,752	1,345,317	3,259,600	5,702,826	19,389,796	27,102,654	52,195,276	68,386,162
Receipts per Firm	9,053.3	355.0	321.4	717.1	1,489.8	772.4	4,970.5	20,150.7	4,133.0	99,110.4
Receipts per Employee	126.7	NA	135.8	104.9	107.2	116.7	115.6	118.7	117.3	135.0
Payroll per Employee	27.8	NA	26.1	23.0	23.7	25.2	24.1	24.6	24.4	30.7

**Leather and Leather  
Products**

Firms	1,845	148	564	275	246	1,233	397	142	1,772	73
Establishments	2,094	148	565	275	247	1,235	422	209	1,866	228
Employment	109,185	0	1,205	1,834	3,340	6,379	17,581	23,514	47,474	61,711
Annual Payroll	2,030,620	5,264	24,532	29,885	56,927	116,608	311,272	412,874	840,754	1,189,866
Estimated Receipts	10,028,241	26,774	127,313	145,290	254,017	553,394	1,615,314	1,929,170	4,097,878	5,930,363
Receipts per Firm	5,435.4	180.9	225.7	528.3	1,032.6	448.8	4,068.8	13,585.7	2,312.6	81,237.8
Receipts per Employee	91.8	NA	105.7	79.2	76.1	86.8	91.9	82.0	86.3	96.1
Payroll per Employee	18.6	NA	20.4	16.3	17.0	18.3	17.7	17.6	17.7	19.3

**Stone, Clay, Glass, and  
Concrete Products**

Firms	12,341	957	3,464	2,226	2,187	8,834	2,605	569	12,008	333
Establishments	16,806	971	3,468	2,232	2,249	8,920	3,322	1,711	13,953	2,853
Employment	497,575	0	7,813	15,044	29,745	52,602	99,445	79,788	231,835	265,740
Annual Payroll	15,032,561	48,388	161,009	317,238	740,152	1,266,787	2,663,286	2,275,004	6,205,077	8,827,484
Estimated Receipts	65,457,963	220,218	919,903	1,567,693	3,516,154	6,223,968	12,002,673	9,836,090	28,062,731	37,395,232
Receipts per Firm	5,304.1	230.1	265.6	704.3	1,607.8	704.5	4,607.6	17,286.6	2,337.0	112,298.0
Receipts per Employee	131.6	NA	117.7	104.2	118.2	118.3	120.7	123.3	121.0	140.7
Payroll per Employee	30.2	NA	20.6	21.1	24.9	24.1	26.8	28.5	26.8	33.2

**Primary Metal Industries**

Firms	5,502	323	940	713	838	2,814	1,537	688	5,039	463
Establishments	7,162	323	943	714	839	2,819	1,626	995	5,440	1,722
Employment	679,993	0	2,188	4,878	11,541	18,607	65,354	119,519	203,480	476,513
Annual Payroll	24,066,685	44,543	53,685	119,336	292,821	510,385	1,786,848	3,481,663	5,778,896	18,287,789
Estimated Receipts	147,254,724	227,105	328,498	611,418	1,445,255	2,612,276	9,591,195	20,287,470	32,490,941	114,763,783



**Table A.5** *Various Statistics by Industry (Two-Digit SIC Code) and Firm Size, 1993 (Payroll and Receipts in Thousands of Dollars)—Continued*

Industry	Employment Size of Firm									
	Total	0	1-4	5-9	10-19	<20	20-99	100-499	<500	500+
Receipts per Firm	26,763.9	703.1	349.5	857.5	1,724.6	928.3	6,240.2	29,487.6	6,447.9	247,869.9
Receipts per Employee	216.6	NA	150.1	125.3	125.2	140.4	146.8	169.7	159.7	240.8
Payroll per Employee	35.4	NA	24.5	24.5	25.4	27.4	27.3	29.1	28.4	38.4
<b>Fabricated Metal Products except Machinery</b>										
Firms	33,130	2,205	7,604	5,902	6,090	21,801	8,417	2,084	32,302	828
Establishments	37,119	2,211	7,605	5,917	6,102	21,835	8,818	3,164	33,817	3,302
Employment	1,410,515	0	17,840	40,074	83,464	141,378	340,077	315,270	796,725	613,790
Annual Payroll	42,577,916	174,602	394,230	947,556	2,114,503	3,630,891	9,395,434	8,980,925	22,007,250	20,570,666
Estimated Receipts	174,521,388	731,714	1,751,153	3,552,353	7,778,455	13,813,675	37,488,219	38,581,626	89,883,520	84,637,868
Receipts per Firm	5,267.8	331.8	230.3	601.9	1,277.3	633.6	4,453.9	18,513.3	2,782.6	102,219.6
Receipts per Employee	123.7	NA	98.2	88.6	93.2	97.7	110.2	122.4	112.8	137.9
Payroll per Employee	30.2	NA	22.1	23.6	25.3	25.7	27.6	28.5	27.6	33.5
<b>Industrial and Commercial Machinery and Computer Equipment</b>										
Firms	51,552	3,577	15,646	10,476	9,246	38,945	9,569	2,024	50,538	1,014
Establishments	55,411	3,578	15,651	10,477	9,275	38,981	10,021	2,792	51,794	3,617
Employment	1,882,621	0	35,962	70,443	125,699	232,104	367,539	297,671	897,314	985,307
Annual Payroll	66,562,240	215,700	831,020	1,794,408	3,601,402	6,442,530	11,654,255	9,964,856	28,061,641	38,500,599
Estimated Receipts	267,498,106	790,786	2,786,230	5,494,984	10,932,103	20,004,103	39,656,749	41,475,612	101,136,464	166,361,642
Receipts per Firm	5,188.9	221.1	178.1	524.5	1,182.4	513.7	4,144.3	20,491.9	2,001.2	164,064.7
Receipts per Employee	142.1	NA	77.5	78.0	87.0	86.2	107.9	139.3	112.7	168.8
Payroll per Employee	35.4	NA	23.1	25.5	28.7	27.8	31.7	33.5	31.3	39.1
<b>Electronic and Electrical Equipment and Components except Computer</b>										
Firms	14,948	1,329	3,420	2,251	2,109	9,109	3,685	1,421	14,215	733
Establishments	18,033	1,329	3,421	2,256	2,120	9,126	3,808	1,888	14,822	3,211

Employment	1,570,317	0	7,659	15,339	28,838	51,836	160,228	244,840	456,904	1,113,413
Annual Payroll	53,751,876	124,435	198,443	407,000	778,177	1,508,055	4,416,280	6,842,924	12,767,259	40,984,617
Estimated Receipts	223,678,089	597,041	909,957	1,649,233	3,009,811	6,166,042	17,434,410	30,940,157	54,540,609	169,137,480
Receipts per Firm	14,963.7	449.2	266.1	732.7	1,427.1	676.9	4,731.2	21,773.5	3,836.8	230,746.9
Receipts per Employee	142.4	NA	118.8	107.5	104.4	119.0	108.8	126.4	119.4	151.9
Payroll per Employee	34.2	NA	25.9	26.5	27.0	29.1	27.6	27.9	27.9	36.8
<b>Transportation Equipment</b>										
Firms	10,061	920	2,896	1,613	1,440	6,869	1,994	731	9,594	467
Establishments	11,948	922	2,897	1,616	1,446	6,881	2,065	941	9,887	2,061
Employment	1,726,020	0	6,509	10,879	19,367	36,755	83,220	123,492	243,467	1,482,553
Annual Payroll	69,016,692	106,168	130,967	229,194	475,849	942,178	2,077,687	3,262,868	6,282,733	62,733,959
Estimated Receipts	434,298,831	673,716	671,120	1,109,044	2,175,656	4,629,536	9,681,439	17,946,569	32,257,544	402,041,287
Receipts per Firm	43,166.6	732.3	231.7	687.6	1,510.9	674.0	4,855.3	24,550.7	3,362.3	860,902.1
Receipts per Employee	251.6	NA	103.1	101.9	112.3	126.0	116.3	145.3	132.5	271.2
Payroll per Employee	40.0	NA	20.1	21.1	24.6	25.6	25.0	26.4	25.8	42.3
<b>Measuring, Analyzing, Controlling Instruments and Photographic, Medical and Optical Goods, Watches and Clocks</b>										
Firms	10,213	692	2,852	1,738	1,543	6,825	2,078	799	9,702	511
Establishments	11,854	693	2,853	1,741	1,554	6,841	2,162	1,057	10,060	1,794
Employment	951,313	0	6,536	11,660	21,063	39,259	84,065	128,246	251,570	699,743
Annual Payroll	36,909,867	76,100	176,011	336,738	641,106	1,229,955	2,625,682	4,061,270	7,916,907	28,992,960
Estimated Receipts	133,679,270	321,195	706,795	1,319,275	2,333,792	4,681,057	10,047,360	16,698,917	31,427,334	102,251,936
Receipts per Firm	13,089.1	464.2	247.8	759.1	1,512.5	685.9	4,835.1	20,899.8	3,239.3	200,101.6
Receipts per Employee	140.5	NA	108.1	113.1	110.8	119.2	119.5	130.2	124.9	146.1
Payroll per Employee	38.8	NA	26.9	28.9	30.4	31.3	31.2	31.7	31.5	41.4
<b>Miscellaneous Manufacturing Industries</b>										
Firms	16,789	1,778	6,213	3,077	2,345	13,413	2,567	589	16,569	220
Establishments	17,414	1,778	6,216	3,081	2,358	13,433	2,646	757	16,836	578
Employment	390,348	0	13,683	20,546	31,732	65,961	102,594	94,528	263,083	127,265
Annual Payroll	9,588,484	59,302	238,263	387,840	678,819	1,364,224	2,309,986	2,249,716	5,923,926	3,664,558
Estimated Receipts	41,038,370	273,252	1,139,191	1,630,004	2,841,250	5,883,697	9,481,805	10,139,340	25,504,842	15,533,528
Receipts per Firm	2,444.4	153.7	183.4	529.7	1,211.6	438.7	3,693.7	17,214.5	1,539.3	70,606.9
Receipts per Employee	105.1	NA	83.3	79.3	89.5	89.2	92.4	107.3	96.9	122.1
Payroll per Employee	24.6	NA	17.4	18.9	21.4	20.7	22.5	23.8	22.5	28.8

**Table A.5** *Various Statistics by Industry (Two-Digit SIC Code) and Firm Size, 1993 (Payroll and Receipts in Thousands of Dollars)—Continued*

Industry	Employment Size of Firm									
	Total	0	1-4	5-9	10-19	<20	20-99	100-499	<500	500+
<b>Transportation, Communications, and Public Utilities</b>										
Firms	193,203	26,905	87,446	32,399	21,460	168,210	19,708	3,663	191,581	1,622
Establishments	267,175	26,978	87,611	32,952	22,994	170,535	26,800	13,147	210,482	56,693
Employment	5,621,889	0	184,084	212,779	288,305	685,168	753,953	572,682	2,011,803	3,610,086
Annual Payroll	182,117,612	952,911	3,409,898	4,150,642	5,906,134	14,419,585	17,353,437	15,167,419	46,940,441	135,177,171
Estimated Receipts	947,892,983	3,940,717	20,455,292	18,810,235	24,724,854	67,931,098	73,304,180	67,490,045	208,725,323	739,167,660
Receipts per Firm	4,906.2	146.5	233.9	580.6	1,152.1	403.8	3,719.5	18,424.8	1,089.5	455,713.7
Receipts per Employee	168.6	NA	111.1	88.4	85.8	99.1	97.2	117.8	103.8	204.8
Payroll per Employee	32.4	NA	18.5	19.5	20.5	21.0	23.0	26.5	23.3	37.4
<b>Local and Suburban Transit and Interurban Highway Passenger Transportation</b>										
Firms	16,090	1,979	6,003	2,400	2,205	12,587	2,847	512	15,946	144
Establishments	18,888	1,983	6,013	2,412	2,275	12,683	3,362	1,113	17,158	1,730
Employment	375,632	NA	NA	NA	30,201	57,994	115,125	83,756	256,875	118,757
Annual Payroll	5,849,269	NA	NA	NA	331,856	679,960	1,547,591	1,400,078	3,627,629	2,221,640
Estimated Receipts	14,195,918	NA	NA	NA	966,845	2,361,090	4,089,310	3,278,380	9,728,780	4,467,138
Receipts per Firm	882.3	0.0	0.0	0.0	438.5	187.6	1,436.4	6,403.1	610.1	31,021.8
Receipts per Employee	37.8	NA	NA	NA	32.0	40.7	35.5	39.1	37.9	37.6
Payroll per Employee	15.6	NA	NA	NA	11.0	11.7	13.4	16.7	14.1	18.7
<b>Motor Freight Transportation and Warehousing</b>										
Firms	100,744	14,880	47,485	15,764	10,937	89,066	9,481	1,569	100,116	628
Establishments	116,506	14,908	47,542	15,863	11,254	89,567	11,440	4,680	105,687	10,819
Employment	1,665,026	0	95,607	103,779	146,942	346,328	356,028	221,582	923,938	741,088
Annual Payroll	43,573,496	374,358	1,741,569	2,047,401	3,123,849	7,287,177	8,346,008	5,433,107	21,066,292	22,507,204
Estimated Receipts	149,502,634	1,372,082	11,325,504	9,735,629	12,907,287	35,340,502	30,773,212	18,100,339	84,214,053	65,288,581
Receipts per Firm	1,484.0	92.2	238.5	617.6	1,180.1	396.8	3,245.8	11,536.2	841.2	103,962.7
Receipts per Employee	89.8	NA	118.5	93.8	87.8	102.0	86.4	81.7	91.1	88.1
Payroll per Employee	26.2	NA	18.2	19.7	21.3	21.0	23.4	24.5	22.8	30.4

**Water Transportation**

Firms	7,366	1,341	2,959	1,236	797	6,333	668	215	7,216	150
Establishments	8,548	1,344	2,962	1,255	838	6,399	793	578	7,770	778
Employment	169,195	0	6,269	8,101	10,477	24,847	24,779	29,422	79,048	90,147
Annual Payroll	5,562,425	70,187	168,751	186,355	248,028	673,321	656,896	929,513	2,259,730	3,302,695
Estimated Receipts	31,369,716	329,843	1,088,704	1,140,395	1,290,672	3,849,614	3,579,228	5,424,054	12,852,896	18,516,820
Receipts per Firm	4,258.7	246.0	367.9	922.6	1,619.4	607.9	5,358.1	25,228.2	1,781.2	123,445.5
Receipts per Employee	185.4	NA	173.7	140.8	123.2	154.9	144.4	184.4	162.6	205.4
Payroll per Employee	32.9	NA	26.9	23.0	23.7	27.1	26.5	31.6	28.6	36.6

**Transportation by Air**

Firms	5,607	809	2,207	867	663	4,546	633	212	5,391	216
Establishments	12,153	809	2,215	883	712	4,619	935	786	6,340	5,813
Employment	776,324	0	4,659	5,676	8,811	19,146	24,289	33,745	77,180	699,144
Annual Payroll	26,117,220	79,301	100,822	120,520	194,343	494,986	584,017	989,653	2,068,656	24,048,564
Estimated Receipts	137,808,101	354,127	714,743	652,855	960,401	2,682,126	3,106,322	5,164,782	10,953,230	126,854,871
Receipts per Firm	24,577.9	437.7	323.9	753.0	1,448.6	590.0	4,907.3	24,362.2	2,031.8	587,291.1
Receipts per Employee	177.5	NA	153.4	115.0	109.0	140.1	127.9	153.1	141.9	181.4
Payroll per Employee	33.6	NA	21.6	21.2	22.1	25.9	24.0	29.3	26.8	34.4

**Pipelines, except Natural Gas**

Firms	95	6	12	9	5	32	7	6	45	50
Establishments	811	6	12	10	7	35	15	42	92	719
Employment	17,143	NA	NA	NA	54	134	296	1,092	1,522	15,621
Annual Payroll	845,091	NA	NA	NA	2,287	5,274	12,179	48,199	65,652	779,439
Estimated Receipts	9,040,157	NA	NA	NA	42,023	84,067	174,844	434,249	693,160	8,346,997
Receipts per Firm	95,159.5	0.0	0.0	0.0	8,404.6	2,627.1	24,977.7	72,374.8	15,403.6	166,939.9
Receipts per Employee	527.3	NA	NA	NA	778.2	627.4	590.7	397.7	455.4	534.3
Payroll per Employee	49.3	NA	NA	NA	42.4	39.4	41.1	44.1	43.1	49.9

**Transportation Services**

Firms	38,444	4,505	20,003	7,983	3,205	35,696	2,075	438	38,209	235
Establishments	48,149	4,517	20,057	8,281	3,930	36,785	4,081	2,419	43,285	4,864
Employment	371,862	0	46,454	51,285	41,874	139,613	74,296	56,620	270,529	101,333
Annual Payroll	9,378,609	122,941	882,854	1,049,851	987,508	3,043,154	1,901,882	1,528,483	6,473,519	2,905,090
Estimated Receipts	26,947,416	345,204	3,093,071	2,999,924	2,735,513	9,173,712	5,085,103	4,043,070	18,301,885	8,645,531
Receipts per Firm	701.0	76.6	154.6	375.8	853.5	257.0	2,450.7	9,230.8	479.0	36,789.5
Receipts per Employee	72.5	NA	66.6	58.5	65.3	65.7	68.4	71.4	67.7	85.3
Payroll per Employee	25.2	NA	19.0	20.5	23.6	21.8	25.6	27.0	23.9	28.7

**Table A.5** *Various Statistics by Industry (Two-Digit SIC Code) and Firm Size, 1993 (Payroll and Receipts in Thousands of Dollars)—Continued*

Industry	Employment Size of Firm									
	Total	0	1-4	5-9	10-19	<20	20-99	100-499	<500	500+
<b>Communications</b>										
Firms	15,022	2,255	3,953	2,577	2,722	11,507	2,733	524	14,764	258
Establishments	40,888	2,279	3,966	2,657	2,958	11,860	4,083	2,254	18,197	22,691
Employment	1,312,845	0	8,725	17,609	37,224	63,558	101,920	90,029	255,507	1,057,338
Annual Payroll	49,320,110	170,233	209,260	346,984	673,634	1,400,111	2,492,774	2,762,042	6,654,927	42,665,183
Estimated Receipts	241,772,015	829,430	1,248,409	1,792,941	3,075,126	6,945,906	11,178,817	13,366,598	31,491,321	210,280,694
Receipts per Firm	16,094.5	367.8	315.8	695.7	1,129.7	603.6	4,090.3	25,508.8	2,133.0	815,041.4
Receipts per Employee	184.2	NA	143.1	101.8	82.6	109.3	109.7	148.5	123.3	198.9
Payroll per Employee	37.6	NA	24.0	19.7	18.1	22.0	24.5	30.7	26.0	40.4
<b>Electric, Gas, and Sanitary Services</b>										
Firms	10,619	1,130	4,829	1,571	954	8,484	1,401	382	10,267	352
Establishments	21,232	1,132	4,844	1,591	1,020	8,587	2,091	1,275	11,953	9,279
Employment	933,862	0	10,647	10,179	12,722	33,548	57,220	56,436	147,204	786,658
Annual Payroll	41,471,392	83,722	177,731	229,520	344,629	835,602	1,812,090	2,076,344	4,724,036	36,747,356
Estimated Receipts	337,257,026	567,875	2,306,609	1,872,610	2,746,987	7,494,081	15,317,344	17,678,573	40,489,998	296,767,028
Receipts per Firm	31,759.8	502.5	477.7	1,192.0	2,879.4	883.3	10,933.2	46,279.0	3,943.7	843,088.1
Receipts per Employee	361.1	NA	216.6	184.0	215.9	223.4	267.7	313.2	275.1	377.3
Payroll per Employee	44.4	NA	16.7	22.5	27.1	24.9	31.7	36.8	32.1	46.7
<b>Wholesale Trade</b>										
Firms	397,233	40,098	166,476	78,616	54,872	340,062	46,051	7,909	394,022	3,211
Establishments	509,604	40,228	167,082	80,621	60,831	348,762	70,333	28,377	447,472	62,132
Employment	6,258,484	0	363,436	520,017	730,559	1,614,012	1,649,739	964,972	4,228,723	2,029,761
Annual Payroll	200,757,826	1,608,425	9,776,697	13,785,304	20,088,395	45,258,821	47,073,040	29,234,135	121,565,996	79,191,830
Estimated Receipts	3,403,745,666	28,408,831	227,683,539	248,704,211	323,389,760	828,186,341	870,676,504	503,055,546	2,201,918,391	1,201,827,275
Receipts per Firm	8,568.6	708.5	1,367.7	3,163.5	5,893.5	2,435.4	18,906.8	63,605.5	5,588.3	374,284.4
Receipts per Employee	543.9	NA	626.5	478.3	442.7	513.1	527.8	521.3	520.7	592.1
Payroll per Employee	32.1	NA	26.9	26.5	27.5	28.0	28.5	30.3	28.7	39.0

**Wholesale Trade-Durable  
Goods**

Firms	250,262	24,153	104,893	51,217	35,440	215,703	28,015	4,516	248,234	2,028
Establishments	320,860	24,242	105,291	52,548	39,475	221,556	44,896	18,440	284,892	35,968
Employment	3,623,225	0	231,662	338,884	471,884	1,042,430	993,631	531,817	2,567,878	1,055,347
Annual Payroll	122,883,061	996,598	6,327,894	9,224,740	13,509,770	30,059,002	29,958,585	16,974,476	76,992,063	45,890,998
Estimated Receipts	1,682,140,603	14,746,705	122,860,032	132,422,997	175,084,096	445,113,830	466,685,917	244,978,887	1,156,778,634	525,361,969
Receipts per Firm	6,721.5	610.6	1,171.3	2,585.5	4,940.3	2,063.5	16,658.4	54,246.9	4,660.0	259,054.2
Receipts per Employee	464.3	NA	530.3	390.8	371.0	427.0	469.7	460.6	450.5	497.8
Payroll per Employee	33.9	NA	27.3	27.2	28.6	28.8	30.2	31.9	30.0	43.5

**Wholesale Trade-Nondurable  
Goods**

Firms	148,336	15,947	61,597	27,431	19,559	124,534	18,442	3,670	146,646	1,690
Establishments	188,744	15,986	61,791	28,073	21,356	127,206	25,437	9,937	162,580	26,164
Employment	2,635,259	0	131,774	181,133	258,675	571,582	656,108	433,155	1,660,845	974,414
Annual Payroll	77,874,765	611,827	3,448,803	4,560,564	6,578,625	15,199,819	17,114,455	12,259,659	44,573,933	33,300,832
Estimated Receipts	1,721,605,063	13,662,126	104,823,507	116,281,214	148,305,664	383,072,511	403,990,587	258,076,659	1,045,139,757	676,465,306
Receipts per Firm	11,606.1	856.7	1,701.8	4,239.0	7,582.5	3,076.0	21,906.0	70,320.6	7,127.0	400,275.3
Receipts per Employee	653.3	NA	795.5	642.0	573.3	670.2	615.7	595.8	629.3	694.2
Payroll per Employee	29.6	NA	26.2	25.2	25.4	26.6	26.1	28.3	26.8	34.2

**Retail Trade**

Firms	1,090,076	133,846	466,311	224,416	139,000	963,573	111,069	12,618	1,087,260	2,816
Establishments	1,554,437	134,716	468,263	230,128	155,084	988,191	167,969	82,457	1,238,617	315,820
Employment	19,778,588	0	1,049,947	1,479,083	1,850,269	4,379,299	4,124,692	2,103,512	10,607,503	9,171,085
Annual Payroll	265,297,525	3,158,098	12,174,679	17,035,912	21,753,135	54,121,824	56,067,857	29,860,185	140,049,866	125,247,659
Estimated Receipts	2,029,104,606	21,250,963	122,989,810	139,672,590	166,783,821	450,697,184	466,609,241	238,499,522	1,155,805,947	873,298,659
Receipts per Firm	1,861.4	158.8	263.8	622.4	1,199.9	467.7	4,201.1	18,901.5	1,063.0	310,120.3
Receipts per Employee	102.6	NA	117.1	94.4	90.1	102.9	113.1	113.4	109.0	95.2
Payroll per Employee	13.4	NA	11.6	11.5	11.8	12.4	13.6	14.2	13.2	13.7

**Building Materials,  
Hardware, Garden Supply,  
and Mobile Homes**

Firms	55,766	4,707	23,859	13,747	8,017	50,330	4,667	580	55,577	189
Establishments	70,543	4,715	23,925	14,007	8,815	51,462	7,494	3,239	62,195	8,348
Employment	725,234	0	55,072	90,481	105,110	250,663	150,436	67,629	468,728	256,506
Annual Payroll	13,909,239	110,959	871,343	1,530,158	1,969,818	4,482,278	3,110,083	1,465,209	9,057,570	4,851,669

**Table A.5** *Various Statistics by Industry (Two-Digit SIC Code) and Firm Size, 1993 (Payroll and Receipts in Thousands of Dollars)—Continued*

Industry	Employment Size of Firm									
	Total	0	1-4	5-9	10-19	<20	20-99	100-499	<500	500+
Estimated Receipts	110,307,111	895,332	7,930,419	12,071,432	14,940,716	35,837,899	24,492,492	11,549,052	71,879,443	38,427,668
Receipts per Firm	1,978.0	190.2	332.4	878.1	1,863.6	712.1	5,248.0	19,912.2	1,293.3	203,321.0
Receipts per Employee	152.1	NA	144.0	133.4	142.1	143.0	162.8	170.8	153.4	149.8
Payroll per Employee	19.2	NA	15.8	16.9	18.7	17.9	20.7	21.7	19.3	18.9
<b>General Merchandise Stores</b>										
Firms	10,832	1,543	4,958	2,081	1,059	9,641	792	213	10,646	186
Establishments	37,114	1,550	4,978	2,118	1,181	9,827	1,272	1,245	12,344	24,770
Employment	2,338,602	0	10,866	13,448	13,749	38,063	27,723	32,926	98,712	2,239,890
Annual Payroll	31,282,951	22,473	100,844	126,281	138,956	388,554	330,123	411,097	1,129,774	30,153,177
Estimated Receipts	259,732,206	274,119	1,130,810	1,211,778	1,228,393	3,845,100	3,166,156	3,931,410	10,942,666	248,789,540
Receipts per Firm	23,978.2	177.7	228.1	582.3	1,160.0	398.8	3,997.7	18,457.3	1,027.9	1,337,578.2
Receipts per Employee	111.1	NA	104.1	90.1	89.3	101.0	114.2	119.4	110.9	111.1
Payroll per Employee	13.4	NA	9.3	9.4	10.1	10.2	11.9	12.5	11.4	13.5
<b>Food Stores</b>										
Firms	130,886	16,537	57,213	26,198	16,069	116,017	12,371	1,922	130,310	576
Establishments	184,486	16,620	57,349	26,570	17,379	117,918	17,951	9,198	145,067	39,419
Employment	3,193,297	0	126,711	173,178	210,797	510,686	446,639	289,588	1,246,913	1,946,384
Annual Payroll	43,841,157	322,629	1,212,355	1,562,231	1,994,335	5,091,550	4,936,971	3,619,059	13,647,580	30,193,577
Estimated Receipts	378,785,821	2,899,900	16,528,580	16,163,267	17,940,576	53,532,323	44,433,063	33,568,368	131,533,754	247,252,067
Receipts per Firm	2,894.0	175.4	288.9	617.0	1,116.5	461.4	3,591.7	17,465.3	1,009.4	429,257.1
Receipts per Employee	118.6	NA	130.4	93.3	85.1	104.8	99.5	115.9	105.5	127.0
Payroll per Employee	13.7	NA	9.6	9.0	9.5	10.0	11.1	12.5	10.9	15.5
<b>Automotive Dealers and Gasoline Service Stations</b>										
Firms	142,709	11,783	59,485	30,513	18,872	120,653	19,141	2,584	142,378	331
Establishments	200,525	11,895	59,693	31,250	21,261	124,099	29,270	14,384	167,753	32,772
Employment	2,036,127	0	134,775	200,819	246,097	581,691	744,629	350,834	1,677,154	358,973

Annual Payroll	44,970,753	425,734	1,960,690	3,025,915	4,293,584	9,705,923	19,501,607	9,521,041	38,728,571	6,242,182
Estimated Receipts	580,502,571	5,714,008	32,428,443	40,694,463	56,295,901	135,132,815	259,789,008	122,794,689	517,716,512	62,786,059
Receipts per Firm	4,067.7	484.9	545.2	1,333.7	2,983.0	1,120.0	13,572.4	47,521.2	3,636.2	189,686.0
Receipts per Employee	285.1	NA	240.6	202.6	228.8	232.3	348.9	350.0	308.7	174.9
Payroll per Employee	22.1	NA	14.5	15.1	17.4	16.7	26.2	27.1	23.1	17.4

#### Apparel and Accessory Stores

Firms	62,290	7,147	32,266	13,103	5,771	58,287	3,083	575	61,945	345
Establishments	145,005	7,214	32,594	13,969	7,740	61,517	8,547	8,320	78,384	66,621
Employment	1,301,894	0	72,706	84,781	74,217	231,704	104,399	84,848	420,951	880,943
Annual Payroll	16,302,884	107,219	749,302	936,581	941,956	2,735,058	1,415,458	1,188,683	5,339,199	10,963,685
Estimated Receipts	109,353,458	852,313	6,370,579	7,289,168	7,769,153	22,281,213	11,097,088	7,507,305	40,885,606	68,467,852
Receipts per Firm	1,755.6	119.3	197.4	556.3	1,346.2	382.3	3,599.4	13,056.2	660.0	198,457.5
Receipts per Employee	84.0	NA	87.6	86.0	104.7	96.2	106.3	88.5	97.1	77.7
Payroll per Employee	12.5	NA	10.3	11.0	12.7	11.8	13.6	14.0	12.7	12.4

#### Home Furniture, Furnishings, and Equipment Stores

Firms	82,162	8,855	41,743	17,850	8,752	77,200	4,169	538	81,907	255
Establishments	113,991	8,943	41,992	18,539	10,718	80,192	9,018	4,695	93,905	20,086
Employment	802,606	0	92,653	116,190	112,332	321,175	134,881	74,837	530,893	271,713
Annual Payroll	14,711,864	189,267	1,364,589	1,904,520	2,065,190	5,523,566	2,731,082	1,608,289	9,862,937	4,848,927
Estimated Receipts	103,453,029	1,531,508	12,137,783	14,336,587	14,749,138	42,755,016	19,307,560	9,453,160	71,515,736	31,937,293
Receipts per Firm	1,259.1	173.0	290.8	803.2	1,685.2	553.8	4,631.2	17,570.9	873.1	125,244.3
Receipts per Employee	128.9	NA	131.0	123.4	131.3	133.1	143.1	126.3	134.7	117.5
Payroll per Employee	18.3	NA	14.7	16.4	18.4	17.2	20.2	21.5	18.6	17.8

#### Eating and Drinking Places

Firms	343,473	51,299	107,183	65,952	55,812	280,246	56,789	5,558	342,593	880
Establishments	446,618	51,572	107,335	66,362	57,536	282,805	69,052	27,385	379,242	67,376
Employment	6,815,776	0	250,622	441,340	762,413	1,454,375	2,131,695	990,273	4,576,343	2,239,433
Annual Payroll	60,986,888	1,465,446	2,110,219	3,231,702	5,685,028	12,492,395	18,019,048	8,596,355	39,107,798	21,879,090
Estimated Receipts	211,726,302	5,457,139	12,835,043	14,407,741	21,904,133	54,604,056	63,141,951	27,659,969	145,405,976	66,320,326
Receipts per Firm	616.4	106.4	119.7	218.5	392.5	194.8	1,111.9	4,976.6	424.4	75,364.0
Receipts per Employee	31.1	NA	51.2	32.6	28.7	37.5	29.6	27.9	31.8	29.6
Payroll per Employee	8.9	NA	8.4	7.3	7.5	8.6	8.5	8.7	8.5	9.8



**Table A.5** *Various Statistics by Industry (Two-Digit SIC Code) and Firm Size, 1993 (Payroll and Receipts in Thousands of Dollars)—Continued*

Industry	Employment Size of Firm									
	Total	0	1-4	5-9	10-19	<20	20-99	100-499	<500	500+
<b>Miscellaneous Retail</b>										
Firms	267,237	31,994	139,747	55,268	25,373	252,382	12,085	1,852	266,319	918
Establishments	356,155	32,207	140,397	57,313	30,454	260,371	25,365	13,991	299,727	56,428
Employment	2,565,052	0	306,542	358,846	325,554	990,942	384,290	212,577	1,587,809	977,243
Annual Payroll	39,291,789	514,371	3,805,337	4,718,524	4,664,268	13,702,500	6,023,485	3,450,452	23,176,437	16,115,352
Estimated Receipts	275,244,108	3,626,644	33,628,153	33,498,154	31,955,811	102,708,762	41,181,923	22,035,569	165,926,254	109,317,854
Receipts per Firm	1,030.0	113.4	240.6	606.1	1,259.4	407.0	3,407.7	11,898.3	623.0	119,082.6
Receipts per Employee	107.3	NA	109.7	93.3	98.2	103.6	107.2	103.7	104.5	111.9
Payroll per Employee	15.3	NA	12.4	13.1	14.3	13.8	15.7	16.2	14.6	16.5
<b>Finance, Insurance, and Real Estate</b>										
Firms	426,778	54,392	251,495	58,210	28,828	392,925	24,895	5,936	423,756	3,022
Establishments	609,492	54,644	252,286	60,284	34,557	401,771	48,575	31,441	481,787	127,705
Employment	6,891,117	0	488,223	374,215	380,334	1,242,772	948,190	837,300	3,028,262	3,862,855
Annual Payroll	232,099,601	2,202,704	10,397,258	9,749,904	10,987,575	33,337,441	27,468,544	26,840,302	87,646,287	144,453,314
Estimated Receipts	1,903,897,876	11,484,175	69,381,663	46,996,699	52,004,336	179,866,873	157,641,638	195,524,513	533,033,024	1,370,864,852
Receipts per Firm	4,461.1	211.1	275.9	807.4	1,804.0	457.8	6,332.3	32,938.8	1,257.9	453,628.3
Receipts per Employee	276.3	NA	142.1	125.6	136.7	144.7	166.3	233.5	176.0	354.9
Payroll per Employee	33.7	NA	21.3	26.1	28.9	26.8	29.0	32.1	28.9	37.4
<b>Depository Institutions</b>										
Firms	25,527	618	7,524	3,587	4,028	15,757	7,459	1,819	25,035	492
Establishments	102,695	721	7,562	3,765	5,342	17,390	18,945	15,966	52,301	50,394
Employment	2,097,851	0	17,552	23,979	56,133	97,664	320,605	330,867	749,136	1,348,715
Annual Payroll	57,876,120	65,935	301,280	519,112	1,308,463	2,194,790	7,433,489	8,407,304	18,035,583	39,840,537
Estimated Receipts	528,330,490	592,873	2,086,661	3,749,108	10,288,119	16,716,761	67,969,646	92,321,484	177,007,891	351,322,599
Receipts per Firm	20,696.9	959.3	277.3	1,045.2	2,554.2	1,060.9	9,112.4	50,754.0	7,070.4	714,070.3
Receipts per Employee	251.8	NA	118.9	156.3	183.3	171.2	212.0	279.0	236.3	260.5
Payroll per Employee	27.6	NA	17.2	21.6	23.3	22.5	23.2	25.4	24.1	29.5

**Nondepository Credit  
Institutions**

Firms	19,429	3,705	8,525	3,021	1,548	16,799	1,520	576	18,895	534
Establishments	42,323	3,718	8,553	3,147	1,917	17,335	3,433	2,468	23,236	19,087
Employment	509,321	0	18,443	19,363	20,436	58,242	53,136	53,733	165,111	344,210
Annual Payroll	18,776,236	230,013	594,429	695,120	832,092	2,351,654	2,157,183	2,116,213	6,625,050	12,151,186
Estimated Receipts	137,672,366	1,308,384	3,522,779	3,521,923	3,887,107	12,240,193	11,524,597	11,865,646	35,630,436	102,041,930
Receipts per Firm	7,085.9	353.1	413.2	1,165.8	2,511.1	728.6	7,582.0	20,600.1	1,885.7	191,089.8
Receipts per Employee	270.3	NA	191.0	181.9	190.2	210.2	216.9	220.8	215.8	296.5
Payroll per Employee	36.9	NA	32.2	35.9	40.7	40.4	40.6	39.4	40.1	35.3

**Security and Commodity  
Brokers, Dealers, Exchanges,  
and Services**

Firms	20,262	3,774	11,007	2,423	1,209	18,413	1,123	341	19,877	385
Establishments	34,653	3,789	11,045	2,496	1,374	18,704	1,687	983	21,374	13,279
Employment	458,429	0	20,746	15,487	15,975	52,208	40,827	44,640	137,675	320,754
Annual Payroll	40,024,144	283,736	1,062,312	1,197,958	1,428,011	3,972,017	3,728,285	4,616,638	12,316,940	27,707,204
Estimated Receipts	116,610,149	831,594	3,827,074	3,080,505	3,881,985	11,621,158	10,247,292	13,134,120	35,002,570	81,607,579
Receipts per Firm	5,755.1	220.3	347.7	1,271.4	3,210.9	631.1	9,124.9	38,516.5	1,761.0	211,967.7
Receipts per Employee	254.4	NA	184.5	198.9	243.0	222.6	251.0	294.2	254.2	254.4
Payroll per Employee	87.3	NA	51.2	77.4	89.4	76.1	91.3	103.4	89.5	86.4

**Insurance Carriers**

Firms	10,530	2,018	3,779	1,496	934	8,227	1,245	510	9,982	548
Establishments	43,800	2,020	3,788	1,524	1,015	8,347	1,615	1,640	11,602	32,198
Employment	1,556,365	0	7,890	9,736	12,322	29,948	49,612	82,732	162,292	1,394,073
Annual Payroll	52,502,131	117,204	190,281	227,492	331,428	866,405	1,423,179	2,726,886	5,016,470	47,485,661
Estimated Receipts	839,395,144	990,348	2,106,478	2,305,326	3,621,749	9,023,901	18,556,147	42,143,890	69,723,938	769,671,206
Receipts per Firm	79,714.6	490.8	557.4	1,541.0	3,877.7	1,096.9	14,904.5	82,635.1	6,985.0	1,404,509.5
Receipts per Employee	539.3	NA	267.0	236.8	293.9	301.3	374.0	509.4	429.6	552.1
Payroll per Employee	33.7	NA	24.1	23.4	26.9	28.9	28.7	33.0	30.9	34.1

**Insurance Agents, Brokers,  
and Service**

Firms	112,594	9,890	75,407	16,332	6,383	108,012	3,650	534	112,196	398
Establishments	122,684	9,914	75,538	16,823	7,735	110,010	6,459	2,071	118,540	4,144
Employment	661,085	0	150,904	103,767	82,849	337,520	124,159	57,915	519,594	141,491
Annual Payroll	20,474,670	249,659	2,988,035	2,756,234	2,669,277	8,663,205	4,447,429	2,066,333	15,176,967	5,297,703

**Table A.5** *Various Statistics by Industry (Two-Digit SIC Code) and Firm Size, 1993 (Payroll and Receipts in Thousands of Dollars)—Continued*

Industry	Employment Size of Firm									
	Total	0	1-4	5-9	10-19	<20	20-99	100-499	<500	500+
Estimated Receipts	55,224,394	677,251	12,060,070	7,413,523	6,562,608	26,713,452	10,785,212	4,954,014	42,452,678	12,771,716
Receipts per Firm	490.5	68.5	159.9	453.9	1,028.1	247.3	2,954.9	9,277.2	378.4	32,089.7
Receipts per Employee	83.5	NA	79.9	71.4	79.2	79.1	86.9	85.5	81.7	90.3
Payroll per Employee	31.0	NA	19.8	26.6	32.2	25.7	35.8	35.7	29.2	37.4
<b>Real Estate</b>										
Firms	217,035	30,348	132,524	29,011	13,532	205,415	8,871	1,830	216,116	919
Establishments	235,784	30,434	132,995	30,028	15,665	209,122	14,144	6,543	229,809	5,975
Employment	1,346,854	0	249,702	186,492	175,606	611,800	316,724	215,585	1,144,109	202,745
Annual Payroll	30,144,510	945,076	4,495,421	3,722,756	3,760,633	12,923,886	6,835,995	4,884,782	24,644,663	5,499,847
Estimated Receipts	155,061,707	5,273,212	37,538,261	23,142,617	19,177,516	85,131,606	29,284,362	18,739,616	133,155,584	21,906,123
Receipts per Firm	714.5	173.8	283.3	797.7	1,417.2	414.4	3,301.1	10,240.2	616.1	23,836.9
Receipts per Employee	115.1	NA	150.3	124.1	109.2	139.1	92.5	86.9	116.4	108.0
Payroll per Employee	22.4	NA	18.0	20.0	21.4	21.1	21.6	22.7	21.5	27.1
<b>Holding and Other Investment Offices</b>										
Firms	25,898	4,046	12,780	2,454	1,431	20,711	2,072	1,515	24,298	1,600
Establishments	27,553	4,048	12,805	2,501	1,509	20,863	2,292	1,770	24,925	2,628
Employment	261,212	0	22,986	15,391	17,013	55,390	43,127	51,828	150,345	110,867
Annual Payroll	12,301,790	311,081	765,500	631,232	657,671	2,365,484	1,442,984	2,022,146	5,830,614	6,471,176
Estimated Receipts	71,603,626	1,810,513	8,240,340	3,783,697	4,585,252	18,419,802	9,274,382	12,365,743	40,059,927	31,543,699
Receipts per Firm	2,764.8	447.5	644.8	1,541.8	3,204.2	889.4	4,476.1	8,162.2	1,648.7	19,714.8
Receipts per Employee	274.1	NA	358.5	245.8	269.5	332.5	215.0	238.6	266.5	284.5
Payroll per Employee	47.1	NA	33.3	41.0	38.7	42.7	33.5	39.0	38.8	58.4
<b>Services</b>										
Firms	2,030,895	230,004	1,039,341	380,465	195,986	1,845,796	146,082	30,857	2,022,735	8,160
Establishments	2,294,559	230,671	1,041,481	386,848	211,988	1,870,988	201,782	94,225	2,166,995	127,564
Employment	32,262,429	0	2,196,422	2,475,411	2,600,566	7,272,399	5,647,481	5,654,129	18,574,009	13,688,420

Annual Payroll	745,774,734	8,999,723	51,274,343	56,204,293	61,648,958	178,127,317	124,205,069	113,177,516	415,509,902	330,264,832
Estimated Receipts	1,904,405,317	24,781,917	181,816,183	157,129,927	159,656,281	523,384,308	316,071,485	280,856,292	1,120,312,085	784,093,232
Receipts per Firm	937.7	107.7	174.9	413.0	814.6	283.6	2,163.7	9,101.9	553.9	96,089.9
Receipts per Employee	59.0	NA	82.8	63.5	61.4	72.0	56.0	49.7	60.3	57.3
Payroll per Employee	23.1	NA	23.3	22.7	23.7	24.5	22.0	20.0	22.4	24.1

#### Hotels, Rooming Houses, Camps, and Other Lodging Places

Firms	45,745	7,747	16,247	6,383	6,083	36,460	6,792	1,942	45,194	551
Establishments	53,470	7,760	16,285	6,478	6,309	36,832	7,699	3,278	47,809	5,661
Employment	1,556,820	0	33,379	42,372	82,373	158,124	267,622	332,222	757,968	798,852
Annual Payroll	22,448,315	406,184	407,551	432,463	800,307	2,046,505	2,843,591	4,182,350	9,072,446	13,375,869
Estimated Receipts	75,392,947	1,436,600	2,640,962	2,051,732	3,447,050	9,576,344	10,852,031	13,567,278	33,995,653	41,397,294
Receipts per Firm	1,648.1	185.4	162.6	321.4	566.7	262.7	1,597.8	6,986.2	752.2	75,131.2
Receipts per Employee	48.4	NA	79.1	48.4	41.8	60.6	40.5	40.8	44.9	51.8
Payroll per Employee	14.4	NA	12.2	10.2	9.7	12.9	10.6	12.6	12.0	16.7

#### Personal Services

Firms	171,361	19,645	95,550	32,692	15,174	163,061	7,367	742	171,170	191
Establishments	201,965	19,732	95,939	33,906	17,876	167,453	14,953	5,849	188,255	13,710
Employment	1,268,179	0	202,672	212,049	197,872	612,593	255,031	115,595	983,219	284,960
Annual Payroll	15,658,079	292,097	2,126,890	2,439,070	2,447,378	7,305,435	3,368,264	1,655,880	12,329,579	3,328,500
Estimated Receipts	45,723,770	866,180	8,774,173	7,378,349	6,696,716	23,715,418	8,758,927	4,376,710	36,851,055	8,872,715
Receipts per Firm	266.8	44.1	91.8	225.7	441.3	145.4	1,188.9	5,898.5	215.3	46,454.0
Receipts per Employee	36.1	NA	43.3	34.8	33.8	38.7	34.3	37.9	37.5	31.1
Payroll per Employee	12.3	NA	10.5	11.5	12.4	11.9	13.2	14.3	12.5	11.7

#### Business Services

Firms	278,910	46,483	127,874	43,456	26,884	244,697	25,100	6,719	276,516	2,394
Establishments	325,954	46,608	128,073	44,019	28,447	247,147	31,725	14,925	293,797	32,157
Employment	5,949,822	0	258,898	284,464	358,741	902,103	988,267	1,184,935	3,075,305	2,874,517
Annual Payroll	128,231,376	1,783,900	6,067,033	6,242,756	8,145,799	22,239,488	21,881,835	22,268,259	66,389,582	61,841,794
Estimated Receipts	310,237,629	4,500,683	23,975,946	20,451,990	23,932,021	72,860,640	56,530,774	48,810,945	178,202,359	132,035,270
Receipts per Firm	1,112.3	96.8	187.5	470.6	890.2	297.8	2,252.2	7,264.6	644.5	55,152.6
Receipts per Employee	52.1	NA	92.6	71.9	66.7	80.8	57.2	41.2	57.9	45.9
Payroll per Employee	21.6	NA	23.4	21.9	22.7	24.7	22.1	18.8	21.6	21.5

**Table A.5** *Various Statistics by Industry (Two-Digit SIC Code) and Firm Size, 1993 (Payroll and Receipts in Thousands of Dollars)—Continued*

Industry	Employment Size of Firm									
	Total	0	1-4	5-9	10-19	<20	20-99	100-499	<500	500+
<b>Automotive Repair, Services, and Parking</b>										
Firms	152,701	17,470	87,340	29,850	11,739	146,399	5,352	691	152,442	259
Establishments	175,937	17,494	87,494	30,485	13,262	148,735	9,532	4,301	162,568	13,369
Employment	932,194	0	188,736	191,570	149,836	530,142	163,460	61,677	755,279	176,915
Annual Payroll	17,990,611	341,110	3,142,919	3,659,610	3,004,422	10,148,061	2,861,933	1,164,457	14,174,451	3,816,160
Estimated Receipts	76,134,358	1,366,600	15,691,156	13,387,625	10,382,884	40,828,265	11,122,306	5,546,044	57,496,615	18,637,743
Receipts per Firm	498.6	78.2	179.7	448.5	884.5	278.9	2,078.2	8,026.1	377.2	71,960.4
Receipts per Employee	81.7	NA	83.1	69.9	69.3	77.0	68.0	89.9	76.1	105.3
Payroll per Employee	19.3	NA	16.7	19.1	20.1	19.1	17.5	18.9	18.8	21.6
<b>Miscellaneous Repair Services</b>										
Firms	67,757	7,417	40,121	11,676	5,144	64,358	2,670	400	67,428	329
Establishments	73,159	7,424	40,146	11,783	5,430	64,783	3,432	1,020	69,235	3,924
Employment	442,840	0	81,580	75,314	66,200	223,094	81,997	29,897	334,988	107,852
Annual Payroll	10,524,095	124,054	1,351,593	1,493,268	1,566,229	4,535,144	2,181,683	850,196	7,567,023	2,957,072
Estimated Receipts	33,349,553	399,884	6,014,188	4,982,261	4,958,177	16,354,510	6,475,595	2,495,707	25,325,812	8,023,741
Receipts per Firm	492.2	53.9	149.9	426.7	963.9	254.1	2,425.3	6,239.3	375.6	24,388.3
Receipts per Employee	75.3	NA	73.7	66.2	74.9	73.3	79.0	83.5	75.6	74.4
Payroll per Employee	23.8	NA	16.6	19.8	23.7	20.3	26.6	28.4	22.6	27.4
<b>Motion Pictures</b>										
Firms	32,291	5,812	15,148	5,849	3,075	29,884	1,956	296	32,136	155
Establishments	42,867	5,840	15,210	6,009	3,845	30,904	4,248	2,068	37,220	5,647
Employment	508,554	0	32,192	38,106	40,267	110,565	67,470	45,929	223,964	284,590
Annual Payroll	10,557,570	422,435	1,171,625	543,111	651,266	2,788,437	1,433,505	971,770	5,193,712	5,363,858
Estimated Receipts	49,367,903	1,627,361	3,413,414	2,240,198	3,182,666	10,463,639	7,754,217	5,504,137	23,721,993	25,645,910
Receipts per Firm	1,528.8	280.0	225.3	383.0	1,035.0	350.1	3,964.3	18,595.1	738.2	165,457.5
Receipts per Employee	97.1	NA	106.0	58.8	79.0	94.6	114.9	119.8	105.9	90.1
Payroll per Employee	20.8	NA	36.4	14.3	16.2	25.2	21.2	21.2	23.2	18.8

### Amusement and Recreation Services

Firms	82,987	18,535	30,370	12,474	9,654	71,033	9,998	1,544	82,575	412
Establishments	88,602	18,553	30,425	12,596	9,993	71,567	11,075	2,689	85,331	3,271
Employment	1,223,860	0	63,464	82,575	130,652	276,691	389,362	242,035	908,088	315,772
Annual Payroll	21,842,647	859,389	1,856,200	1,220,734	1,666,726	5,603,049	5,788,124	5,099,913	16,491,086	5,351,561
Estimated Receipts	66,405,394	2,871,535	6,602,128	4,844,365	6,169,176	20,487,204	17,595,479	12,660,904	50,743,587	15,661,807
Receipts per Firm	800.2	154.9	217.4	388.4	639.0	288.4	1,759.9	8,200.1	614.5	38,014.1
Receipts per Employee	54.3	NA	104.0	58.7	47.2	74.0	45.2	52.3	55.9	49.6
Payroll per Employee	17.8	NA	29.2	14.8	12.8	20.3	14.9	21.1	18.2	16.9

### Health Services

Firms	424,346	29,359	212,235	105,065	41,720	388,379	24,100	8,698	421,177	3,169
Establishments	474,109	29,546	212,936	107,257	46,277	396,016	33,947	18,912	448,875	25,234
Employment	10,507,120	0	489,548	679,728	543,681	1,712,957	984,077	1,642,820	4,339,854	6,167,266
Annual Payroll	287,270,177	1,932,445	17,835,890	22,845,997	21,297,844	63,912,176	30,318,635	33,046,214	127,277,025	159,993,152
Estimated Receipts	640,534,553	4,346,697	52,845,838	52,483,988	43,289,213	152,965,736	61,966,414	73,067,653	287,999,803	352,534,750
Receipts per Firm	1,509.5	148.1	249.0	499.5	1,037.6	393.9	2,571.2	8,400.5	683.8	111,244.8
Receipts per Employee	61.0	NA	107.9	77.2	79.6	89.3	63.0	44.5	66.4	57.2
Payroll per Employee	27.3	NA	36.4	33.6	39.2	37.3	30.8	20.1	29.3	25.9

### Legal Services

Firms	153,207	14,266	99,798	21,450	10,252	145,766	6,461	861	153,088	119
Establishments	158,641	14,291	99,887	21,713	10,902	146,793	8,434	2,736	157,963	678
Employment	963,540	0	189,305	138,442	135,695	463,442	242,325	166,309	872,076	91,464
Annual Payroll	40,697,592	710,167	5,245,230	4,475,144	5,528,044	15,958,585	11,615,811	8,290,948	35,865,344	4,832,248
Estimated Receipts	104,083,278	1,815,525	19,323,509	12,144,543	12,630,993	45,914,570	25,530,091	19,795,208	91,239,869	12,843,409
Receipts per Firm	679.4	127.3	193.6	566.2	1,232.1	315.0	3,951.4	22,991.0	596.0	107,927.8
Receipts per Employee	108.0	NA	102.1	87.7	93.1	99.1	105.4	119.0	104.6	140.4
Payroll per Employee	42.2	NA	27.7	32.3	40.7	34.4	47.9	49.9	41.1	52.8

### Educational Services

Firms	37,750	3,716	11,785	5,320	5,146	25,967	8,809	2,197	36,973	777
Establishments	43,172	3,745	11,855	5,375	5,327	26,302	10,074	4,548	40,924	2,248
Employment	1,972,121	0	25,036	35,564	71,676	132,276	365,096	398,166	895,538	1,076,583
Annual Payroll	37,210,993	104,314	420,726	515,554	1,005,389	2,045,983	5,838,801	6,787,022	14,671,806	22,539,187
Estimated Receipts	99,757,967	306,873	1,542,661	1,597,790	2,804,414	6,251,738	16,333,965	20,202,912	42,788,615	56,969,352
Receipts per Firm	2,642.6	82.6	130.9	300.3	545.0	240.8	1,854.2	9,195.7	1,157.3	73,319.6

**Table A.5** *Various Statistics by Industry (Two-Digit SIC Code) and Firm Size, 1993 (Payroll and Receipts in Thousands of Dollars)—Continued*

Industry	Employment Size of Firm									
	Total	0	1-4	5-9	10-19	<20	20-99	100-499	<500	500+
Receipts per Employee	50.6	NA	61.6	44.9	39.1	47.3	44.7	50.7	47.8	52.9
Payroll per Employee	18.9	NA	16.8	14.5	14.0	15.5	16.0	17.0	16.4	20.9
<b>Social Services</b>										
Firms	108,775	9,939	41,598	19,818	16,696	88,051	15,828	4,186	108,065	710
Establishments	147,908	9,993	41,647	20,036	17,746	89,422	26,720	21,764	137,906	10,002
Employment	2,063,931	0	89,128	132,806	227,465	449,399	608,912	654,061	1,712,372	351,559
Annual Payroll	27,653,061	203,905	1,095,263	1,603,891	2,768,417	5,671,476	8,204,801	9,024,483	22,900,760	4,752,301
Estimated Receipts	71,874,059	515,554	3,939,874	4,403,795	7,165,364	16,024,587	20,754,801	23,748,558	60,527,946	11,346,113
Receipts per Firm	660.8	51.9	94.7	222.2	429.2	182.0	1,311.3	5,673.3	560.1	15,980.4
Receipts per Employee	34.8	NA	44.2	33.2	31.5	35.7	34.1	36.3	35.3	32.3
Payroll per Employee	13.4	NA	12.3	12.1	12.2	12.6	13.5	13.8	13.4	13.5
<b>Membership Organizations</b>										
Firms	233,847	11,112	128,753	48,783	24,914	213,562	18,224	1,800	233,586	261
Establishments	239,206	11,114	128,771	48,890	25,298	214,073	19,746	3,642	237,461	1,745
Employment	2,069,524	0	279,157	316,685	332,088	927,930	669,231	296,347	1,893,508	176,016
Annual Payroll	27,158,326	187,840	2,958,022	3,293,146	3,763,829	10,202,837	8,607,164	4,874,674	23,684,675	3,473,651
Estimated Receipts	95,814,404	665,231	14,168,016	12,704,530	13,878,327	41,416,104	27,369,017	15,465,567	84,250,688	11,563,716
Receipts per Firm	409.7	59.9	110.0	260.4	557.0	193.9	1,501.8	8,592.0	360.7	44,305.4
Receipts per Employee	46.3	NA	50.8	40.1	41.8	44.6	40.9	52.2	44.5	65.7
Payroll per Employee	13.1	NA	10.6	10.4	11.3	11.0	12.9	16.4	12.5	19.7
<b>Engineering, Accounting, Research, Management, and Related Services</b>										
Firms	232,611	35,222	123,794	35,620	18,731	213,367	14,289	3,292	230,948	1,663
Establishments	251,292	35,270	123,989	36,011	19,920	215,190	18,734	7,863	241,787	9,505
Employment	2,643,305	0	246,773	231,211	247,547	725,531	521,889	444,392	1,691,812	951,493
Annual Payroll	93,874,179	1,458,248	6,949,088	7,046,226	8,566,075	24,019,637	18,181,316	14,043,098	56,244,051	37,630,128
Estimated Receipts	223,666,529	3,612,149	21,139,534	17,394,339	19,958,190	62,104,212	42,146,634	33,224,869	137,475,715	86,190,814

Receipts per Firm	961.5	102.6	170.8	488.3	1,065.5	291.1	2,949.6	10,092.6	595.3	51,828.5
Receipts per Employee	84.6	NA	85.7	75.2	80.6	85.6	80.8	74.8	81.3	90.6
Payroll per Employee	35.5	NA	28.2	30.5	34.6	33.1	34.8	31.6	33.2	39.5
<b>Services, n.e.c.</b>										
Firms	13,777	2,985	7,411	1,699	866	12,961	609	117	13,687	90
Establishments	14,642	2,989	7,432	1,745	953	13,119	834	341	14,294	348
Employment	86,233	0	13,657	11,007	11,413	36,077	21,652	12,406	70,135	16,098
Annual Payroll	3,321,864	167,891	603,642	344,372	360,213	1,476,118	731,040	414,303	2,621,461	700,403
Estimated Receipts	8,379,437	435,114	1,589,435	904,717	918,282	3,847,548	1,904,154	1,060,029	6,811,731	1,567,706
Receipts per Firm	608.2	145.8	214.5	532.5	1,060.4	296.9	3,126.7	9,060.1	497.7	17,419.0
Receipts per Employee	97.2	NA	116.4	82.2	80.5	106.6	87.9	85.4	97.1	97.4
Payroll per Employee	38.5	NA	44.2	31.3	31.6	40.9	33.8	33.4	37.4	43.5
<b>Nonclassifiable Establishments</b>										
Firms	49,070	31,228	14,548	2,286	782	48,844	223	3	49,070	0
Establishments	49,075	31,228	14,548	2,286	782	48,844	223	8	49,075	0
Employment	55,214	0	23,854	14,777	9,893	48,524	6,162	528	55,214	0
Annual Payroll	804,998	420,458	196,178	85,680	53,002	755,318	31,933	17,747	804,998	0
Estimated Receipts	4,761,247	2,383,444	1,280,711	511,761	300,837	4,476,753	181,928	102,566	4,761,247	0
Receipts per Firm	97.0	76.3	88.0	223.9	384.7	91.7	815.8	34,188.7	97.0	0
Receipts per Employee	86.2	NA	53.7	34.6	30.4	92.3	29.5	194.3	86.2	0
Payroll per Employee	14.6	NA	8.2	5.8	5.4	15.6	5.2	33.6	14.6	0

n.e.c. = not elsewhere classified

NA = not available

Note: A firm is defined as an aggregation of all establishments owned by a parent company. A firm may consist of a single, independent establishment or it can include subsidiaries or other branch establishments under the same ownership and control. A firm is defined only within a state and not across states.

Source: Adapted by the U.S. Small Business Administration, Office of Advocacy, from data provided by the U.S. Department of Commerce, Bureau of the Census, 1996.



**Table A.6** *Employment Share by Firm Size and Major Industrial Sector, 1988–1993 Percent)*

	Employment Size of Firm									
Industrial Sector		Total (Number of Jobs)	0–4	5–9	10–19	<20	20–99	100–499	<500	500+
Total	1988	87,844,303	5.7	6.9	8.3	20.9	19.2	14.5	54.5	45.5
	1989	91,626,094	5.5	6.7	8.1	20.3	18.9	14.6	53.9	46.1
	1990	93,469,275	5.5	6.7	8.1	20.2	18.9	14.5	53.7	46.3
	1991	92,307,559	5.6	6.7	8.0	20.3	18.6	14.2	53.1	46.9
	1992	92,825,797	5.6	6.7	8.0	20.2	18.4	14.3	53.0	47.0
	1993	94,773,913	5.5	6.7	7.9	20.1	18.4	14.6	53.1	46.9
Agricultural Services, Forestry, and Fishing	1988	471,827	16.6	19.5	19.3	55.4	22.1	9.5	87.0	13.0
	1989	498,774	16.4	19.7	19.6	55.7	23.5	9.4	88.6	11.4
	1990	534,125	16.2	19.8	20.0	56.0	23.9	9.5	89.4	10.6
	1991	545,156	16.6	20.1	20.3	56.9	23.7	8.8	89.5	10.5
	1992	593,811	16.1	19.4	20.4	55.9	(D)	(D)	88.2	11.8
	1993	588,556	16.2	19.8	21.1	57.1	24.9	8.8	90.8	9.2
Mining	1988	736,777	3.0	3.7	5.8	12.5	15.8	11.1	39.4	60.6
	1989	713,360	3.0	3.7	5.7	12.4	15.5	11.5	39.4	60.6
	1990	723,420	3.0	3.6	5.7	12.3	15.4	12.1	39.8	60.2
	1991	716,425	3.1	3.7	5.6	12.4	15.3	13.4	41.1	58.9
	1992	650,241	3.4	3.7	5.5	12.6	14.8	12.2	39.6	60.4
	1993	608,309	3.5	4.0	5.7	13.2	15.4	12.4	40.9	59.1
Construction	1988	4,995,795	11.5	14.0	16.5	42.0	31.7	14.8	88.5	11.5
	1989	5,135,544	11.5	13.9	16.4	41.7	31.9	14.8	88.5	11.5
	1990	5,258,524	11.5	13.8	16.1	41.3	31.6	15.1	88.0	12.0
	1991	4,680,166	12.9	14.5	16.4	43.7	30.4	13.5	87.6	12.4
	1992	4,501,728	13.5	15.1	16.8	45.3	30.6	12.7	88.6	11.4
	1993	4,525,346	13.4	15.2	17.0	45.7	30.7	12.5	88.9	11.1
Manufacturing	1988	19,234,894	1.1	2.1	3.7	6.9	14.5	16.1	37.4	62.6
	1989	19,534,078	1.1	2.1	3.7	6.9	14.4	16.2	37.5	62.5
	1990	19,167,922	1.1	2.1	3.8	7.1	14.5	16.1	37.7	62.3
	1991	18,390,674	1.2	2.2	3.9	7.2	14.4	15.9	37.6	62.4
	1992	18,166,798	1.3	2.3	3.9	7.4	14.6	16.2	38.2	61.8

	1993	18,183,981	1.3	2.2	3.9	7.4	14.6	16.5	38.5	61.5
<b>Transportation, Communications, and Public Utilities</b>	1988	5,293,212	3.1	3.8	5.3	12.2	13.4	9.8	35.4	64.6
	1989	5,438,191	3.0	3.8	5.3	12.1	13.6	9.9	35.6	64.4
	1990	5,594,752	3.0	3.7	5.1	11.9	13.6	9.9	35.4	64.6
	1991	5,590,526	3.1	3.7	5.0	11.7	13.0	9.7	34.4	65.6
	1992	5,520,912	3.2	3.7	5.0	12.0	13.3	10.2	35.5	64.5
	1993	5,621,889	3.3	3.8	5.1	12.2	13.4	10.2	35.8	64.2
<b>Wholesale Trade</b>	1988	5,994,021	5.5	8.4	12.0	25.9	27.2	15.3	68.4	31.6
	1989	6,192,885	5.3	8.1	11.7	25.2	27.0	15.6	67.8	32.2
	1990	6,332,437	5.3	7.9	11.5	24.7	26.8	15.4	66.9	33.1
	1991	6,225,619	5.5	8.1	11.5	25.1	26.4	15.2	66.7	33.3
	1992	6,095,217	5.7	8.2	11.5	25.4	25.8	15.5	66.7	33.3
	1993	6,258,484	5.8	8.3	11.7	25.8	26.4	15.4	61.6	32.4
<b>Retail Trade</b>	1988	18,867,211	5.6	7.9	9.9	23.5	21.9	10.9	56.3	43.7
	1989	19,478,857	5.4	7.7	9.8	22.9	21.8	10.9	55.6	44.4
	1990	19,861,604	5.3	7.6	9.7	22.7	21.5	10.7	54.9	45.1
	1991	19,626,546	5.5	7.6	9.6	22.7	21.1	10.4	54.3	45.7
	1992	19,681,419	5.4	7.6	9.6	22.5	21.0	10.5	54.0	46.0
	1993	19,778,588	5.3	7.5	9.4	22.1	20.9	10.6	53.6	46.4
<b>Finance, Insurance, and Real Estate</b>	1988	6,662,355	6.9	5.3	5.7	18.0	14.3	12.4	44.7	55.3
	1989	6,819,379	6.8	5.3	5.7	17.8	14.2	12.3	44.3	55.7
	1990	6,983,931	6.8	5.3	5.6	17.8	14.1	12.4	44.3	55.7
	1991	6,862,377	6.8	5.2	5.3	17.3	13.4	12.1	42.7	57.3
	1992	6,904,478	6.9	5.2	5.4	17.4	13.4	12.1	42.9	57.1
	1993	6,891,117	7.1	5.4	5.5	18.0	13.8	12.2	43.9	56.1
<b>Services</b>	1988	25,252,106	8.0	8.8	9.0	25.9	18.8	17.6	62.4	37.6
	1989	27,535,086	7.5	8.3	8.7	24.5	18.1	17.5	60.1	39.9
	1990	28,880,444	7.3	8.2	8.6	24.0	18.3	17.3	59.6	40.4
	1991	29,623,508	7.2	8.1	8.4	23.7	18.2	17.2	59.1	40.9
	1992	30,655,625	7.0	7.9	8.2	23.1	17.8	17.2	58.1	41.9
	1993	32,262,429	6.8	7.7	8.1	22.5	17.5	17.5	57.6	42.4

Source: Adapted by the U.S. Small Business Administration, Office of Advocacy, from data provided by the U.S. Department of Commerce, Bureau of the Census, 1996.

**Table A.7** *Enterprises by Firm Size and Major Industrial Sector, 1988–1993*

			Employment Size of Firm							
Industrial Sector		Total	0–4	5–9	10–19	<20	20–99	100–499	<500	500+
Total	1988	4,954,645	2,979,905	923,580	540,988	4,444,473	430,640	66,708	4,941,821	12,824
	1989	5,021,315	3,003,224	937,202	553,449	4,493,875	443,959	69,608	5,007,442	13,873
	1990	5,073,795	3,020,935	952,030	562,610	4,535,575	453,732	70,465	5,059,772	14,023
	1991	5,051,025	3,036,304	941,296	551,299	4,528,899	439,811	68,338	5,037,048	13,977
	1992	5,095,356	3,075,280	945,802	551,912	4,572,994	439,084	69,156	5,081,234	14,122
	1993	5,193,642	3,139,518	962,481	559,602	4,661,601	445,900	71,512	5,179,013	14,629
Agricultural Services, Forestry, and Fishing	1988	78,324	53,786	14,047	6,940	74,773	3,078	353	78,204	120
	1989	83,431	57,011	15,019	7,473	79,503	3,449	357	83,309	122
	1990	87,939	59,421	16,173	8,098	83,692	3,745	372	87,809	130
	1991	91,743	62,340	16,690	8,417	87,447	3,804	362	91,613	130
	1992	96,211	64,796	17,485	9,272	91,553	4,168	360	96,081	130
	1993	99,397	67,399	17,705	9,489	94,593	4,308	368	99,269	128
Mining	1988	25,035	13,545	4,100	3,174	20,819	3,156	628	24,603	432
	1989	24,365	13,308	3,994	3,005	20,307	3,013	613	23,933	432
	1990	24,309	13,250	3,925	3,058	20,233	3,015	629	23,877	432
	1991	24,285	13,214	4,051	2,973	20,238	2,963	668	23,869	416
	1992	22,953	13,032	3,678	2,651	19,361	2,612	571	22,544	409
	1993	22,486	12,763	3,685	2,554	19,002	2,526	543	22,071	415
Construction	1988	572,317	355,556	106,921	61,577	524,054	42,822	4,661	571,537	780
	1989	589,025	367,479	108,634	63,166	539,279	44,246	4,704	588,229	796
	1990	597,272	372,677	110,619	63,297	546,593	45,030	4,885	596,508	764
	1991	582,344	377,827	103,475	57,491	538,793	38,889	3,969	581,651	693
	1992	584,453	381,755	103,810	56,935	542,500	37,686	3,624	583,810	643
	1993	594,187	388,468	105,170	57,958	551,596	38,318	3,627	593,541	646
Manufacturing	1988	320,408	119,421	59,060	52,871	231,352	67,425	16,969	315,746	4,662
	1989	324,139	121,318	59,761	53,121	234,200	67,910	17,251	319,361	4,778
	1990	327,036	124,543	60,470	53,158	238,171	67,301	16,870	322,342	4,694
	1991	322,018	125,369	59,552	52,018	236,939	64,460	16,052	317,451	4,567
	1992	328,201	129,370	61,180	52,104	242,654	64,721	16,246	323,621	4,580

	1993	328,167	129,461	60,944	52,060	242,465	64,607	16,430	323,502	4,665
<b>Transportation, Communications, and Public Utilities</b>	1988	173,108	97,992	30,644	20,779	149,415	18,790	3,364	171,569	1,539
	1989	178,280	101,404	31,197	21,248	153,849	19,439	3,426	176,714	1,566
	1990	180,900	102,820	31,795	21,257	155,872	19,943	3,465	179,280	1,620
	1991	181,524	105,518	31,184	20,720	157,422	19,090	3,427	179,939	1,585
	1992	184,889	108,287	31,396	20,760	160,443	19,250	3,591	183,284	1,605
	1993	193,203	114,351	32,399	21,460	168,210	19,708	3,663	191,581	1,622
<b>Wholesale Trade</b>	1988	368,169	181,502	76,046	54,098	311,646	45,556	7,809	365,011	3,158
	1989	370,674	182,377	76,210	54,350	312,937	46,491	8,041	367,469	3,205
	1990	374,283	186,019	75,610	54,588	316,217	46,849	8,007	371,073	3,210
	1991	377,669	191,665	76,182	53,598	321,445	45,385	7,727	374,557	3,112
	1992	380,328	197,541	75,451	52,454	325,446	43,986	7,788	377,220	3,108
	1993	397,233	206,574	78,616	54,872	340,062	46,051	7,909	394,022	3,211
<b>Retail Trade</b>	1988	1,094,188	600,339	227,277	140,412	968,028	110,832	12,591	1,091,451	2,737
	1989	1,104,567	605,002	228,137	142,484	975,623	113,210	12,921	1,101,754	2,813
	1990	1,109,703	605,787	229,751	144,174	979,712	114,275	12,855	1,106,842	2,861
	1991	1,104,036	608,654	227,132	141,968	977,754	111,278	12,208	1,101,240	2,796
	1992	1,089,071	593,938	226,503	141,663	962,104	111,575	12,511	1,086,190	2,881
	1993	1,090,076	600,157	224,416	139,000	963,573	111,069	12,618	1,087,260	2,816
<b>Finance, Insurance, and Real Estate</b>	1988	402,849	285,673	55,081	28,734	369,488	25,040	5,678	400,206	2,643
	1989	409,605	290,422	56,179	29,043	375,644	25,513	5,695	406,852	2,753
	1990	419,963	298,358	57,674	29,544	385,576	25,866	5,760	417,202	2,761
	1991	409,863	294,303	55,029	27,554	376,886	24,370	5,693	406,949	2,914
	1992	411,466	294,004	55,783	28,069	377,856	24,607	5,930	408,393	3,073
	1993	426,778	305,887	58,210	28,828	392,925	24,895	5,936	423,756	3,022
<b>Services</b>	1988	1,834,660	1,163,501	344,196	172,228	1,679,925	123,465	24,828	1,828,218	6,442
	1989	1,872,348	1,175,756	353,313	179,813	1,708,882	129,805	26,499	1,865,186	7,162
	1990	1,921,767	1,200,505	363,345	186,433	1,750,283	136,760	27,386	1,914,429	7,338
	1991	1,962,388	1,231,750	367,892	188,502	1,788,144	138,911	27,902	1,954,957	7,431
	1992	1,963,563	1,214,230	370,129	190,564	1,784,923	141,871	29,047	1,955,841	7,722
	1993	2,030,895	1,269,345	380,465	195,986	1,845,796	146,082	30,857	2,022,735	8,160

Source: Adapted by the U.S. Small Business Administration, Office of Advocacy, from data provided by the U.S. Department of Commerce, Bureau of the Census, 1996.

**Table A.8** *New Firms by SBA Region and State, 1994 and 1995*

	1994	1995	Percent Change	Rank
<b>United States</b>	<b>806,885</b>	<b>819,477</b>	<b>1.6</b>	
<b>Region I</b>	<b>40,496</b>	<b>40,328</b>	<b>-0.4</b>	
Connecticut	9,914	9,395	-5.2	40
Maine	3,982	4,476	12.4	8
Massachusetts	16,167	16,040	-0.8	29
New Hampshire	5,001	4,988	-0.3	28
Rhode Island	3,409	3,290	-3.5	36
Vermont	2,023	2,139	5.7	14
<b>Region II</b>	<b>80,593</b>	<b>81,726</b>	<b>1.4</b>	
New Jersey	25,498	27,106	6.3	12
New York	55,095	54,620	-0.9	30
<b>Region III</b>	<b>69,978</b>	<b>72,169</b>	<b>3.1</b>	
Delaware	2,750	2,783	1.2	25
District of Columbia	5,464	3,250	-40.5	51
Maryland	14,062	18,458	31.3	1
Pennsylvania	23,008	23,820	3.5	17
Virginia	20,565	19,433	-5.5	42
West Virginia	4,129	4,425	7.2	11
<b>Region IV</b>	<b>166,483</b>	<b>150,807</b>	<b>-9.4</b>	
Alabama	10,087	9,140	-9.4	45
Florida	56,320	54,006	-4.1	37
Georgia	39,069	24,478	-37.3	50
Kentucky	8,061	9,078	12.6	7
Mississippi	6,936	6,185	-10.8	47
North Carolina	21,960	21,650	-1.4	31
South Carolina	8,730	10,447	19.7	5
Tennessee	15,320	15,823	3.3	18
<b>Region V</b>	<b>109,741</b>	<b>120,286</b>	<b>9.6</b>	
Illinois	29,934	30,393	1.5	22
Indiana	13,969	14,355	2.8	19
Michigan	20,001	23,972	19.9	4
Minnesota	12,899	12,178	-5.6	44
Ohio	21,256	27,046	27.2	2
Wisconsin	11,682	12,342	5.6	15
<b>Region VI</b>	<b>84,255</b>	<b>83,357</b>	<b>-1.1</b>	
Arkansas	6,452	7,042	9.1	10
Louisiana	9,600	9,817	2.3	21
New Mexico	6,140	4,837	-21.2	49
Oklahoma	8,387	8,790	4.8	16
Texas	53,676	52,871	-1.5	32
<b>Region VII</b>	<b>32,563</b>	<b>32,533</b>	<b>-0.1</b>	
Missouri	14,718	14,935	1.5	23
Iowa	6,095	6,103	0.1	27
Kansas	7,423	7,600	2.4	20
Nebraska	4,327	3,895	-10.0	46

**Table A.8** *New Firms by SBA Region and State, 1994 and 1995—Continued*

	1994	1995	Percent Change	Rank
<b>Region VIII</b>	<b>37,189</b>	<b>36,541</b>	<b>-1.7</b>	
Colorado	19,458	19,703	1.3	24
Montana	3,449	3,377	-2.1	33
North Dakota	1,613	1,631	1.1	26
South Dakota	2,228	1,858	-16.6	48
Utah	8,104	7,742	-4.5	38
Wyoming	2,337	2,230	-4.6	39
<b>Region IX</b>	<b>132,088</b>	<b>150,143</b>	<b>13.7</b>	
Arizona	11,347	12,044	6.1	13
California	111,085	127,074	14.4	6
Hawaii	3,183	3,874	21.7	3
Nevada	6,473	7,151	10.5	9
<b>Region X</b>	<b>53,499</b>	<b>51,587</b>	<b>-3.6</b>	
Alaska	2,665	2,521	-5.4	41
Idaho	5,202	5,053	-2.9	35
Oregon	14,577	13,770	-5.5	43
Washington	31,055	30,243	-2.6	34

Source: Adapted by the U.S. Small Business Administration, Office of Advocacy, from data provided by the U.S. Department of Labor, Employment and Training Administration, based upon state employment security agencies' quarterly unemployment insurance reports, 1994 and 1995.

**Table A.9** *New Business Incorporations by SBA Region and State, 1994 and 1995*

	1994	1995	Percent Change	Rank
<b>United States</b>	<b>741,657</b>	<b>770,206</b>	<b>3.8</b>	
<b>Region I</b>	<b>30,702</b>	<b>30,609</b>	<b>-0.3</b>	
Connecticut	6,911	6,857	-0.8	38
Maine	2,637	2,805	6.4	16
Massachusetts	14,065	13,479	-4.2	49
New Hampshire	2,990	3,095	3.5	22
Rhode Island	2,500	2,743	9.7	8
Vermont	1,599	1,630	1.9	29
<b>Region II</b>	<b>101,558</b>	<b>110,294</b>	<b>8.6</b>	
New Jersey	30,869	37,861	22.7	1
New York	70,689	72,433	2.5	26
<b>Region III</b>	<b>103,619</b>	<b>110,646</b>	<b>6.8</b>	
Delaware	44,762	50,094	11.9	5
District of Columbia	2,256	2,256	0.0	35
Maryland	17,730	18,014	1.6	30
Pennsylvania	17,394	18,575	6.8	13
Virginia	19,150	19,172	0.1	34
West Virginia	2,327	2,535	8.9	10
<b>Region IV</b>	<b>170,043</b>	<b>176,940</b>	<b>4.1</b>	
Alabama	7,169	7,686	7.2	12
Florida	93,388	98,066	5.0	18
Georgia	24,707	26,990	9.2	9
Kentucky	7,688	7,764	1.0	31
Mississippi	4,814	4,618	-4.1	48
North Carolina	14,830	16,021	8.0	11
South Carolina	7,374	7,601	3.1	23
Tennessee	10,073	8,194	-18.7	50
<b>Region V</b>	<b>116,197</b>	<b>119,165</b>	<b>2.6</b>	
Illinois	34,287	34,495	0.6	33
Indiana	11,987	12,333	2.9	25
Michigan	30,374	31,254	2.9	24
Minnesota	11,429	12,203	6.8	14
Ohio	20,013	20,859	4.2	20
Wisconsin	8,107	8,021	-1.1	39
<b>Region VI</b>	<b>65,278</b>	<b>67,199</b>	<b>2.9</b>	
Arkansas	5,867	6,615	12.7	4
Louisiana	11,328	11,082	-2.2	41
New Mexico	3,088	3,584	16.1	3
Oklahoma	7,633	7,796	2.1	27
Texas	37,362	38,122	2.0	28

**Table A.9** *New Business Incorporations by SBA Region and State, 1994 and 1995—Continued*

	1994	1995	Percent Change	Rank
<b>Region VII</b>	<b>23,657</b>	<b>24,503</b>	<b>3.6</b>	
Missouri	11,022	10,743	-2.5	44
Iowa	4,915	5,925	20.5	2
Kansas	4,273	4,475	4.7	19
Nebraska	3,447	3,360	-2.5	43
<b>Region VIII</b>	<b>27,249</b>	<b>27,574</b>	<b>1.2</b>	
Colorado	15,187	15,309	0.8	32
Montana	2,177	1,767	-18.8	51
North Dakota	1,042	1,021	-2.0	40
South Dakota	1,349	1,401	3.9	21
Utah	5,560	5,917	6.4	15
Wyoming	1,934	2,159	11.6	6
<b>Region IX</b>	<b>74,934</b>	<b>75,497</b>	<b>0.8</b>	
Arizona	11,248	10,866	-3.4	46
California	42,871	41,913	-2.2	42
Hawaii	3,792	3,792	0.0	36
Nevada	17,023	18,926	11.2	7
<b>Region X</b>	<b>28,417</b>	<b>27,779</b>	<b>-2.2</b>	
Alaska	1,428	1,428	0.0	37
Idaho	2,530	2,668	5.5	17
Oregon	10,015	9,730	-2.8	45
Washington	14,444	13,953	-3.4	47

Source: U.S. Small Business Administration, Office of Advocacy, based upon data from the Dun and Bradstreet Corporation, 1996.



**Table A.10** *Self-Employment by SBA Region and State, 1994 and 1995*  
(Thousands of Self-Employed)

	1994	1995	Percent Change	Rank
<b>United States</b>	<b>8,999</b>	<b>8,896</b>	<b>-1.1</b>	
<b>Region I</b>	<b>521</b>	<b>543</b>	<b>4.2</b>	
Connecticut	115	121	5.2	16
Maine	67	73	9.0	9
Massachusetts	218	231	6.0	14
New Hampshire	56	60	7.1	12
Rhode Island	28	23	-17.9	49
Vermont	37	35	-5.4	34
<b>Region II</b>	<b>733</b>	<b>712</b>	<b>-2.9</b>	
New Jersey	217	210	-3.2	31
New York	516	502	-2.7	29
<b>Region III</b>	<b>819</b>	<b>763</b>	<b>-6.8</b>	
Delaware	17	19	11.8	5
District of Columbia	14	12	-14.3	48
Maryland	144	131	-9.0	43
Pennsylvania	382	373	-2.4	28
Virginia	213	184	-13.6	47
West Virginia	49	44	-10.2	45
<b>Region IV</b>	<b>1,489</b>	<b>1,469</b>	<b>-1.3</b>	
Alabama	131	127	-3.1	30
Florida	416	431	3.6	19
Georgia	208	213	2.4	20
Kentucky	134	126	-6.0	38
Mississippi	82	63	-23.2	50
North Carolina	243	231	-4.9	33
South Carolina	97	101	4.1	17
Tennessee	178	177	-0.6	24
<b>Region V</b>	<b>1,420</b>	<b>1,421</b>	<b>0.1</b>	
Illinois	354	331	-6.5	39
Indiana	181	175	-3.3	32
Michigan	242	264	9.1	8
Minnesota	171	188	9.9	7
Ohio	318	318	0.0	23
Wisconsin	154	145	-5.8	36
<b>Region VI</b>	<b>1,080</b>	<b>1,109</b>	<b>2.7</b>	
Arkansas	91	86	-5.5	35
Louisiana	118	131	11.0	6
New Mexico	78	82	5.1	51
Oklahoma	113	119	5.3	15
Texas	680	691	1.6	22

**Table A.10** *Self-Employment by SBA Region and State, 1994 and 1995 (Thousands of Self-Employed)—Continued*

	1994	1995	Percent Change	Rank
<b>Region VII</b>	<b>457</b>	<b>439</b>	<b>-3.9</b>	
Missouri	187	176	-5.9	37
Iowa	122	111	-9.0	42
Kansas	90	89	-1.1	27
Nebraska	58	63	8.6	10
<b>Region VIII</b>	<b>349</b>	<b>345</b>	<b>-1.1</b>	
Colorado	164	152	-7.3	40
Montana	50	52	4.0	18
North Dakota	21	27	28.6	1
South Dakota	28	30	7.1	13
Utah	67	61	-9.0	41
Wyoming	19	23	21.1	3
<b>Region IX</b>	<b>1,641</b>	<b>1,641</b>	<b>0.0</b>	
Arizona	138	137	-0.7	25
California	1,416	1,403	-8.5	11
Nevada	40	50	25.0	2
<b>Region X</b>	<b>493</b>	<b>454</b>	<b>-7.9</b>	
Alaska	30	35	16.7	4
Idaho	56	57	1.8	21
Oregon	164	148	-9.8	44
Washington	243	214	-11.9	46

Note: The self-employed are aged 16 and over and in nonagricultural industries. Data represent unincorporated self-employed persons. Incorporated self-employed individuals are counted as wage-and-salary workers in their own businesses.

Source: U.S. Department of Labor, Bureau of Labor Statistics, Local Area Unemployment Statistics, 1994 and 1995, Table 19.

**Table A.11** *Business Bankruptcies by SBA Region and State, 1994 and 1995*

	January-December		Percent Change	Rank
	1994	1995		
<b>U.S. Total</b>	<b>50,845</b>	<b>50,516</b>	<b>-0.6</b>	
<b>Region I</b>	<b>2,224</b>	<b>2,016</b>	<b>-9.4</b>	
Connecticut	206	205	-0.5	29
Maine	296	274	-7.4	39
Massachusetts	1,300	1,116	-14.2	47
New Hampshire	111	92	-17.1	49
Rhode Island	177	162	-8.5	42
Vermont	134	167	24.6	6
<b>Region II</b>	<b>4,765</b>	<b>4,569</b>	<b>-4.1</b>	
New Jersey	1,354	1,195	-11.7	45
New York	3,411	3,374	-1.1	30
<b>Region III</b>	<b>5,112</b>	<b>5,215</b>	<b>2.0</b>	
Delaware	120	277	130.8	1
District of Columbia	118	100	-15.3	48
Maryland	1,243	1,493	20.1	8
Pennsylvania	1,925	1,770	-8.1	41
Virginia	1,396	1,261	-9.7	44
West Virginia	310	314	1.3	26
<b>Region IV</b>	<b>6,917</b>	<b>6,009</b>	<b>-13.1</b>	
Alabama	717	796	11.0	16
Florida	2,218	1,949	-12.1	46
Georgia	1,708	496	-71.0	51
Kentucky	422	473	12.1	13
Mississippi	218	283	29.8	5
North Carolina	782	726	-7.2	37
South Carolina	221	337	52.5	2
Tennessee	631	949	50.4	3
<b>Region V</b>	<b>7,420</b>	<b>7,558</b>	<b>1.9</b>	
Illinois	1,751	1,624	-7.3	38
Indiana	886	842	-5.0	36
Michigan	1,098	1,072	-2.4	34
Minnesota	1,962	1,901	-3.1	35
Ohio	728	1,052	44.5	4
Wisconsin	995	1,067	7.2	20
<b>Region VI</b>	<b>5,361</b>	<b>5,662</b>	<b>5.6</b>	
Arkansas	373	422	13.1	10
Louisiana	570	562	-1.4	31
New Mexico	287	322	12.2	12
Oklahoma	873	946	8.4	18
Texas	3,258	3,410	4.7	24

**Table A.11** *Business Bankruptcies by SBA Region and State, 1994 and 1995—Continued*

	January-December		Percent Change	Rank
	1994	1995		
<b>Region VII</b>	<b>1,697</b>	<b>1,708</b>	<b>0.6</b>	
Iowa	482	556	15.4	9
Kansas	372	419	12.6	11
Missouri	653	521	-20.2	50
Nebraska	190	212	11.6	14
<b>Region VIII</b>	<b>1,440</b>	<b>1,422</b>	<b>-1.3</b>	
Colorado	670	610	-9.0	43
Montana	162	171	5.6	22
North Dakota	120	118	-1.7	32
South Dakota	164	172	4.9	23
Utah	222	242	9.0	17
Wyoming	102	109	6.9	21
<b>Region IX</b>	<b>13,451</b>	<b>13,691</b>	<b>1.8</b>	
Arizona	965	1,045	8.3	19
California	11,938	12,097	1.3	25
Hawaii	157	159	1.3	27
Nevada	391	390	-0.3	28
<b>Region X</b>	<b>2,458</b>	<b>2,666</b>	<b>8.5</b>	
Alaska	162	159	-1.9	33
Idaho	351	391	11.4	15
Oregon	844	781	-7.5	40
Washington	1,101	1,335	21.3	7

Note: A business bankruptcy is the legal recognition that a company is insolvent (i.e., not able to satisfy creditors or discharge liabilities); the company must restructure or completely liquidate. A business bankruptcy culminates with the filing of a bankruptcy petition under Chapter 7, 9, 11, or 12 of the federal bankruptcy law.

Source: Adapted by the U.S. Small Business Administration, Office of Advocacy, from data collected by the Administrative Office of the U.S. Courts, Statistical Analysis and Reports Division, 1996.

**Table A.12** *Business Failures by SBA Region and State, 1994 and 1995*

	1994	1995	Percent Change	Rank
<b>U.S. Total</b>	<b>71,558</b>	<b>71,194</b>	<b>-0.5</b>	
<b>Region I</b>	<b>3,771</b>	<b>3,389</b>	<b>-10.1</b>	
Connecticut	577	482	-16.5	44
Maine	335	315	-6.0	33
Massachusetts	2,100	1,931	-8.0	39
New Hampshire	416	385	-7.5	35
Rhode Island	213	127	-40.4	50
Vermont	130	149	14.6	11
<b>Region II</b>	<b>7,730</b>	<b>7,842</b>	<b>1.4</b>	
New Jersey	2,190	2,782	27.0	5
New York	5,540	5,060	-8.7	40
<b>Region III</b>	<b>6,363</b>	<b>6,781</b>	<b>6.6</b>	
Delaware	88	45	-48.9	51
District of Columbia	168	155	-7.7	38
Maryland	1,610	1,813	12.6	13
Pennsylvania	2,742	2,761	0.7	26
Virginia	1,459	1,719	17.8	10
West Virginia	296	288	-2.7	29
<b>Region IV</b>	<b>9,694</b>	<b>8,284</b>	<b>-14.5</b>	
Alabama	668	549	-17.8	45
Florida	3,609	2,904	-19.5	46
Georgia	1,961	1,489	-24.1	48
Kentucky	707	663	-6.2	34
Mississippi	249	230	-7.6	37
North Carolina	1,046	968	-7.5	36
South Carolina	498	491	-1.4	28
Tennessee	956	990	3.6	23
<b>Region V</b>	<b>8,504</b>	<b>8,340</b>	<b>-1.9</b>	
Illinois	1,757	1,684	-4.2	32
Indiana	908	799	-12.0	41
Michigan	1,955	1,683	-13.9	42
Minnesota	722	904	25.2	6
Ohio	1,987	2,133	7.3	19
Wisconsin	1,175	1,137	-3.2	31
<b>Region VI</b>	<b>8,355</b>	<b>9,103</b>	<b>9.0</b>	
Arkansas	366	733	100.3	1
Louisiana	656	463	-29.4	49
New Mexico	330	408	23.6	7
Oklahoma	1,168	1,317	12.8	12
Texas	5,835	6,182	5.9	20

**Table A.12** *Business Failures by SBA Region and State, 1994 and 1995—Continued*

	1994	1995	Percent Change	Rank
<b>Region VII</b>	<b>2,717</b>	<b>2,950</b>	<b>8.6</b>	
Iowa	473	570	20.5	8
Kansas	871	946	8.6	17
Missouri	1,059	1,112	5.0	21
Nebraska	314	322	2.5	24
<b>Region VIII</b>	<b>2,096</b>	<b>2,359</b>	<b>12.5</b>	
Colorado	1,315	1,476	12.2	14
Montana	181	152	-16.0	43
North Dakota	90	98	8.9	16
South Dakota	168	182	8.3	18
Utah	260	344	32.3	3
Wyoming	82	107	30.5	4
<b>Region IX</b>	<b>18,908</b>	<b>18,467</b>	<b>-2.3</b>	
Arizona	1,407	1,413	0.4	27
California	16,796	16,329	-2.8	30
Hawaii	259	271	4.6	22
Nevada	446	454	1.8	25
<b>Region X</b>	<b>3,420</b>	<b>3,679</b>	<b>7.6</b>	
Alaska	112	122	8.9	15
Idaho	276	389	40.9	2
Oregon	1,027	798	-22.3	47
Washington	2,005	2,370	18.2	9

Source: Adapted by the U.S. Small Business Administration, Office of Advocacy, from data provided by the Dun and Bradstreet Corporation, 1996.

**Table A.13** *Business Terminations by SBA Region and State, 1994 and 1995*

	1994	1995	Percent Change	Rank
<b>United States</b>	<b>803,290</b>	<b>863,699</b>	<b>7.5</b>	
<b>Region I</b>	<b>41,026</b>	<b>45,318</b>	<b>10.5</b>	
Connecticut	11,644	11,619	-0.2	33
Maine	3,799	4,676	23.1	8
Massachusetts	13,688	15,417	12.6	14
New Hampshire	4,818	5,044	4.7	24
Rhode Island	4,277	5,985	39.9	3
Vermont	2,800	2,577	-8.0	44
<b>Region II</b>	<b>86,121</b>	<b>82,480</b>	<b>-4.2</b>	
New Jersey	27,155	25,667	-5.5	42
New York	58,966	56,813	-3.7	39
<b>Region III</b>	<b>72,185</b>	<b>73,617</b>	<b>2.0</b>	
Delaware	2,523	3,193	26.6	6
District of Columbia	4,536	3,302	-27.2	49
Maryland	16,049	16,256	1.3	30
Pennsylvania	26,462	27,254	3.0	27
Virginia	18,618	18,493	-0.7	34
West Virginia	3,997	5,119	28.1	5
<b>Region IV</b>	<b>168,600</b>	<b>152,656</b>	<b>-9.5</b>	
Alabama	10,603	10,968	3.4	26
Florida	56,976	52,467	-7.9	43
Georgia	35,200	23,161	-34.2	51
Kentucky	10,151	9,307	-8.3	45
Mississippi	7,778	7,077	-9.0	46
North Carolina	24,413	23,389	-4.2	41
South Carolina	8,879	10,391	17.0	10
Tennessee	14,600	15,896	8.9	18
<b>Region V</b>	<b>107,929</b>	<b>118,332</b>	<b>9.6</b>	
Illinois	31,051	30,260	-2.5	37
Indiana	14,255	14,129	-0.9	35
Michigan	19,267	20,340	5.6	22
Minnesota	12,960	12,458	-3.9	40
Ohio	18,154	28,091	54.7	1
Wisconsin	12,242	13,054	6.6	21
<b>Region VI</b>	<b>84,214</b>	<b>86,109</b>	<b>2.3</b>	
Arkansas	7,006	4,872	-30.5	50
Louisiana	10,384	11,347	9.3	15
New Mexico	5,847	5,240	-10.4	48
Oklahoma	8,914	8,623	-3.3	38
Texas	52,063	56,027	7.6	20

**Table A.13** *Business Terminations by SBA Region and State, 1994 and 1995—Continued*

	1994	1995	Percent Change	Rank
<b>Region VII</b>	<b>37,120</b>	<b>38,322</b>	<b>3.2</b>	
Missouri	16,104	17,588	9.2	17
Iowa	7,902	7,702	-2.5	36
Kansas	7,969	8,387	5.2	23
Nebraska	5,145	4,645	-9.7	47
<b>Region VIII</b>	<b>32,023</b>	<b>36,793</b>	<b>14.9</b>	
Colorado	14,371	17,933	24.8	7
Montana	4,023	4,066	1.1	31
North Dakota	1,754	2,045	16.6	11
South Dakota	2,347	2,360	0.6	32
Utah	7,005	7,654	9.3	16
Wyoming	2,523	2,735	8.4	19
<b>Region IX</b>	<b>128,120</b>	<b>178,812</b>	<b>39.6</b>	
Arizona	11,087	15,431	39.2	4
California	107,923	152,945	41.7	2
Hawaii	3,492	3,953	13.2	13
Nevada	5,618	6,483	15.4	12
<b>Region X</b>	<b>45,952</b>	<b>51,260</b>	<b>11.6</b>	
Alaska	2,478	2,530	2.1	29
Idaho	4,697	4,861	3.5	25
Oregon	12,716	13,022	2.4	28
Washington	26,061	30,847	18.4	9

Source: Adapted by the U.S. Small Business Administration, Office of Advocacy, from data provided by the U.S. Department of Labor, Employment and Training Administration, based upon state employment security agencies' quarterly unemployment insurance reports, 1994 and 1995.



**Table A.14** *Business Dissolution Rates by Age of Business and Number of Jobs Created (Percent)*

Age of Business (Minimum Years)	All Firms	Firms Creating No Jobs	Firms Creating 1–4 Jobs	Firms Creating 5+ Jobs
2	23.7	29.9	8.3	6.0
4	52.7	64.8	19.6	13.1
6	62.2	74.0	23.5	21.1
8	70.9	81.5	46.5	30.0
10*	79.0	90.5	59.1	37.6

\*Estimated using log linear regression models.

Note: Firms were traced beginning in 1976 and observed, if available, every other year beginning in 1978 and ending in 1990. Business dissolution includes businesses that disappear for any reason at all, including failure, bankruptcy, owner retirement, owner health, or the desire to enter a more profitable endeavor. It has been estimated that about 15 percent of business dissolutions represent actual failures.

Source: U.S. Small Business Administration, Office of Advocacy, Small Business Data Base, 1978–1990 USEEM file.

**Table A.15** *Employment in Selected Small-Business-Dominated Industries, December 1994 and December 1995 (Thousands)*

SIC Code (1987)	Industry	December		Absolute Change 1994– 1995	Percent Change 1994– 1995
		1994	1995		
	<b>Total, Small-Business-Dominated</b>	<b>45,559.9</b>	<b>46,805.6</b>	<b>1,245.7</b>	<b>2.7</b>
	<b>Mining</b>	<b>31.5</b>	<b>32.1</b>	<b>0.6</b>	<b>1.9</b>
144	Sand and Gravel	31.5	32.1	0.6	1.9
	<b>Construction</b>	<b>5,073.1</b>	<b>5,205.9</b>	<b>132.8</b>	<b>2.6</b>
15 <sup>1</sup>	General Building Contractors	1,236.0	1228.9	−7.1	−0.6
152	Residential Building Construction	614.5	611.7	−2.8	−0.5
153	Operative Builders	28.2	28.1	−0.1	−0.4
154	Nonresidential Building Construction	593.3	589.1	−4.2	−0.7
16 <sup>1</sup>	Heavy Construction other than Building	698.1	695.5	−0.3	−0.2
161	Highway and Street Construction	193.3	193.3	0.3	0.2
17 <sup>2</sup>	Special Trade Contractors	3,139.0	3,281.5	142.5	4.5
171	Plumbing, Heating, and Air Conditioning	717.8	758.1	40.3	5.6
172	Painting, Paper Hanging, and Decorating	174.9	182.3	7.4	4.2
173	Electrical Work	595.4	630.2	34.8	5.8
174	Masonry, Stonework, and Plastering	441.4	453.5	12.1	2.7
175	Carpentry and Flooring	216.7	231.6	14.9	6.9
176	Roofing and Sheet Metal Work	210.8	213.4	2.6	1.2
	<b>Manufacturing</b>	<b>3,529.8</b>	<b>3,523.6</b>	<b>−6.2</b>	<b>−0.2</b>
233	Women's and Misses' Outerwear	281.2	249.5	−31.7	−11.3
2361	Girls', Children's, Infants' Dresses and Blouses	19.3	17.4	−1.9	−9.8
238	Miscellaneous Apparel and Accessories	39.6	36.7	−2.9	−7.3
239	Miscellaneous Fabricated Textile Products	83.2	80.0	−3.2	−3.8
2391	Curtains and Draperies	20.8	18.8	−2.0	−9.6
241	Logging	81.1	82.8	1.7	2.1
242	Sawmills and Planing Mills	189.6	182.0	−7.6	−4.0
243	Millwork, Veneer, Plywood	30.9	32.1	1.2	3.9
2434	Wood Kitchen Cabinets	77.1	75.5	−1.6	−2.1
2435	Hardwood Veneer and Plywood	25.0	24.7	−0.3	−1.2
244	Wood Containers	49.9	50.3	0.4	0.8
249	Miscellaneous Wood Products	91.2	90.5	−0.7	−0.8
2515	Mattresses, Foundations, and Convertible Beds	31.1	30.9	−0.2	−0.6

**Table A.15** *Employment in Selected Small-Business-Dominated Industries, December 1994 and December 1995 (Thousands)—Continued*

SIC Code (1987)	Industry	December		Absolute Change 1994– 1995	Percent Change 1994– 1995
		1994	1995		
254	Partitions, Shelving, Lockers, Fixtures	81.4	80.2	−1.2	−1.5
259	Miscellaneous Furniture and Fixtures	37.2	37.1	−0.1	−0.3
275	Commercial Printing	562.3	566.0	3.7	0.7
279	Printing Trade Services	57.0	55.6	−1.4	−2.5
316	Luggage	11.7	11.3	−0.4	−3.4
317	Handbags and Personal Leather Goods	12.6	11.8	−0.8	−6.3
327	Concrete, Gypsum, and Plaster Products	197.3	200.0	2.7	1.4
3441	Fabricated Structural Metal	70.2	74.9	4.7	6.7
3444	Sheet Metal Work	105.8	109.9	4.1	3.9
3446	Architectural and Ornamental Metal Work	27.9	29.0	1.1	3.9
3451	Screw Machine Products	50.9	51.1	0.2	0.4
3469	Metal Stampings, n.e.c.	90.5	92.4	1.9	2.1
347	Coating, Engraving, and Allied Services	127.1	129.7	2.6	2.0
3496	Miscellaneous Fabricated Wire Products	57.4	58.5	1.1	1.9
3535	Conveyors and Conveying Equipment	38.4	40.7	2.3	6.0
354	Metalworking Machinery and Equipment	123.2	129.6	6.4	5.2
3544	Special Dies and Tools	156.2	161.5	5.3	3.4
3545	Cutting Tools, Machine Tool Accessories	50.9	53.6	2.7	5.3
3552	Textile Machinery	15.5	15.2	−0.3	−1.9
3556	Food Products Machinery	24.3	25.3	1.0	4.1
359	Miscellaneous Industrial Machinery	67.3	68.4	1.1	1.6
3596	Scales and Balances, except Laboratory	261.7	271.6	9.9	3.8
3633	Household Laundry Equipment	17.7	16.5	−1.2	−6.8
3645	Residential Electric Lighting Fixtures	21.4	20.8	−0.6	−2.8
391	Jewelry, Silverware, and Plated Ware	13.2	12.8	−0.4	−3.0
3911	Jewelry, Precious Metal	39.0	38.2	−0.8	−2.1
393	Musical Instruments	13.7	14.5	0.8	5.8
396	Costume Jewelry	28.5	25.9	−2.6	−9.1
399	Miscellaneous Manufacturing Industries	149.5	150.3	0.8	0.5
<b>Transportation and Public Utilities</b>		<b>1,117.4</b>	<b>1,182.4</b>	<b>65.0</b>	<b>5.8</b>
41 <sup>3</sup>	Local and Interurban Passenger Transit	53.8	57.4	3.6	6.7

**Table A.15** *Employment in Selected Small-Business-Dominated Industries, December 1994 and December 1995 (Thousands)—Continued*

SIC Code (1987)	Industry	December		Absolute Change 1994– 1995	Percent Change 1994– 1995
		1994	1995		
411	Local and Suburban Passenger Transportation	210.2	235.0	24.8	11.8
412	Taxicabs	33.0	36.4	3.4	10.3
415	School Buses	143.0	154.0	11.0	7.7
422	Public Warehousing	149.4	152.8	3.4	2.3
47 <sup>2</sup>	Transportation Services	39.3	40.1	0.8	2.0
472	Arrangement of Passenger Transport	199.3	194.7	−4.6	−2.3
473	Arrangement of Transportation of Freight	172.1	190.7	18.6	10.8
4832	Radio Broadcasting Stations	117.3	121.3	4.0	3.4
	<b>Wholesale Trade</b>	<b>3,868.3</b>	<b>3,964.3</b>	<b>96.0</b>	<b>2.5</b>
50	Durable Goods	2,607.9	2,685.0	77.1	3.0
501	Motor Vehicles and Automotive Equipment	483.6	498.2	14.6	3.0
502	Furniture and Home Furnishings	146.8	157.3	10.5	7.2
503	Lumber and Construction Materials	235.0	240.1	5.1	2.2
505	Metals and Minerals, except Petroleum	135.9	141.2	5.3	3.9
5063	Electrical Equipment, Wiring, and Construction	201.2	210.8	9.6	4.8
5064	Electrical Appliances, Television, and Radio	50.5	49.3	−1.2	−2.4
507	Hardware, Plumbing, and Heating Equipment	282.9	290.0	7.1	2.5
508	Machinery, Equipment, and Supplies	755.5	767.7	12.2	1.6
509	Miscellaneous Durable Goods	316.5	330.4	13.9	4.4
51	Nondurable Goods	1,260.4	1,279.3	18.9	1.5
513	Apparel, Piece Goods, and Notions	211.5	212.1	0.6	0.3
5147	Meats and Meat Products	63.1	62.6	−0.5	−0.8
5148	Fresh Fruits and Vegetables	98.1	101.0	2.9	3.0
515	Farm Product Raw Materials	113.3	108.6	−4.7	−4.1
517	Petroleum and Petroleum Products	164.4	167.7	3.3	2.0
5181	Beer and Ale	98.6	100.8	2.2	2.2
519	Miscellaneous Nondurable Goods	511.4	526.5	15.1	3.0
	<b>Retail Trade</b>	<b>12,783.4</b>	<b>13,032.4</b>	<b>249.0</b>	<b>1.9</b>
52 <sup>3</sup>	Building Materials and Garden Supplies	31.3	36.1	4.8	15.3
521	Lumber and Other Building Materials Stores	489.4	499.3	9.9	2.0
523	Paint, Glass, and Wallpaper Stores	65.5	66.1	0.6	0.9
525	Hardware Stores	162.7	165.4	2.7	1.7

**Table A.15** *Employment in Selected Small-Business-Dominated Industries, December 1994 and December 1995 (Thousands)—Continued*

SIC Code (1987)	Industry	December		Absolute Change 1994– 1995	Percent Change 1994– 1995
		1994	1995		
526	Retail Nurseries and Garden Stores	85.6	86.9	1.3	1.5
542	Meat Markets and Freezer Provisioners	52.9	54.4	1.5	2.8
545	Dairy Products Stores	19.4	16.5	–2.9	–14.9
546	Retail Bakeries	184.0	192.2	8.2	4.5
55 <sup>2</sup>	Automotive Dealers and Service Stations	161.4	172.9	11.5	7.1
551	New and Used Car Dealers	986.0	1,014.5	28.5	2.9
553	Auto and Home Supply Stores	372.7	394.0	21.3	5.7
554	Gasoline Service Stations	632.6	647.9	15.3	2.4
559	Automotive Dealers, n.e.c.	7.3	6.8	–0.5	–6.8
561	Men's and Boys' Clothing and Furnishings	94.7	90.3	–4.4	–4.6
571	Furniture and Home Furnishings Stores	504.0	517.9	13.9	2.8
572	Household Appliance Stores	81.0	77.6	–3.4	–4.2
58	Eating and Drinking Places	7,134.7	7,242.8	108.1	1.5
592	Liquor Stores	115.5	115.9	0.4	0.3
593	Used Merchandise Stores	96.3	100.9	4.6	4.8
594	Miscellaneous Shopping Goods Stores	225.0	235.4	10.4	4.6
5941	Sporting Goods and Bicycles	190.6	185.8	–4.8	–2.5
5943	Stationery Stores	77.4	82.4	5.0	6.5
5944	Jewelry Stores	153.0	149.6	–3.4	–2.2
5947	Gift, Novelty, and Souvenir Shops	222.3	227.8	5.5	2.5
5962	Automatic Merchandising Machine Operators	71.4	70.6	–0.8	–1.1
598	Fuel Dealers	101.8	102.1	0.3	0.3
599	Retail Stores, n.e.c.	464.9	480.3	15.4	3.3
	<b>Finance, Insurance and Real Estate</b>	<b>2,347.7</b>	<b>2,401.2</b>	<b>53.5</b>	<b>2.3</b>
606	Credit Unions	152.7	158.7	6.0	3.9
64	Insurance Agents, Brokers, and Services	694.9	711.5	16.6	2.4
65 <sup>2</sup>	Real Estate	31.7	29.7	–2.0	–6.3
651	Real Estate Operators and Lessors	580.6	580.7	0.1	0.0
653	Real Estate Agents and Managers	651.7	674.4	22.7	3.5
655	Subdividers and Developers	105.0	105.2	0.2	0.2

**Table A.15** *Employment in Selected Small-Business-Dominated Industries, December 1994 and December 1995 (Thousands)—Continued*

SIC Code (1987)	Industry	December		Absolute Change 1994– 1995	Percent Change 1994– 1995
		1994	1995		
67	Holding and Investment Services	131.1	141.0	9.9	7.6
	<b>Services</b>	<b>16,808.7</b>	<b>17,463.7</b>	<b>655.0</b>	<b>3.9</b>
007	Agricultural Services	538.9	586.5	47.6	8.8
721	Laundry, Cleaning, and Garment Services	429.4	432.8	3.4	0.8
723	Beauty Shops	388.1	387.4	−0.7	−0.2
726	Funeral Service and Crematories	89.0	88.9	−0.1	−0.1
731	Advertising	230.4	250.0	19.6	8.5
732	Credit Reporting and Collection	116.2	121.5	5.3	4.6
733	Mailing, Reproduction, Stenographic	268.9	287.9	19.0	7.1
734	Services to Buildings	867.0	892.8	25.8	3.0
735	Miscellaneous Equipment Rental and Leasing	219.6	236.2	16.6	7.6
7361	Employment Agencies	273.0	290.0	17.0	6.2
7384	Photofinishing Laboratories	73.3	72.7	−0.6	−0.8
753	Automotive Repair Shops	128.9	134.9	6.0	4.7
7532	Top, Body, and Upholstery Repair Shops	193.5	207.7	14.2	7.3
7538	General Automotive Repair Shops	232.8	240.5	7.7	3.3
754	Automotive Services, except Repair	86.1	90.9	4.8	5.6
7542	Carwashes	109.0	116.1	7.1	6.5
762	Electrical Repair Shops	106.7	108.3	1.6	1.5
79	Amusement and Recreation Services	258.0	283.9	25.9	10.0
793	Bowling Centers	90.0	88.6	−1.4	−1.6
799	Miscellaneous Amusement Recreation Services	906.3	949.8	43.5	4.8
801	Office of Physicians	1,564.3	1,617.4	53.1	3.4
802	Offices of Dentists	585.4	614.6	29.2	5.0
804	Offices of Other Health Practitioners	393.4	429.8	36.4	9.3
8052	Intermediate Care Facilities	207.2	213.5	6.3	3.0
8059	Nursing and Personal Care, n.e.c.	222.0	230.1	8.1	3.6
807	Medical and Dental Laboratories	195.6	206.6	11.0	5.6
81	Legal Services	928.6	929.8	1.2	0.1
821	Elementary and Secondary Schools	566.0	583.6	17.6	3.1
824	Correspondence and Vocational Schools	77.9	83.2	5.3	6.8

**Table A.15** *Employment in Selected Small-Business-Dominated Industries, December 1994 and December 1995 (Thousands)—Continued*

SIC Code (1987)	Industry	December		Absolute Change 1994– 1995	Percent Change 1994– 1995
		1994	1995		
83 <sup>2</sup>	Social Services	194.1	199.8	5.7	2.9
832	Individual and Family Services	602.4	619.5	17.1	2.8
833	Job Training and Related Services	299.6	306.7	7.1	2.4
835	Child Day Care Services	526.2	540.8	14.6	2.8
836	Residential Care	620.4	642.4	22.0	3.5
839	Social Services, n.e.c.	194.1	199.8	5.7	2.9
84	Museums, Botanical and Zoological Gardens	77.8	80.1	2.3	3.0
86	Membership Organizations	1,347.1	1,348.3	1.2	0.1
861	Business Associations	102.4	101.2	–1.2	–1.2
862	Professional Organizations	54.5	55.2	0.7	1.3
863	Labor Organizations	140.0	133.2	–6.8	–4.9
864	Civic and Social Associations	406.6	412.8	6.2	1.5
87	Engineering, Accounting, Research	1,015.6	1,117.9	102.3	10.1
8712	Architectural Services	123.5	128.7	5.2	4.2
8713	Surveying Services	50.5	53.5	3.0	5.9
872	Accounting, Auditing, and Bookkeeping	515.6	543.8	28.2	5.5
8732	Commercial Economic, Sociological, and Educational Research	119.1	126.9	7.8	6.5
8743	Public Relations Services	33.0	35.2	2.2	6.7
89	Services, n.e.c.	40.7	41.9	1.2	2.9

n.e.c. = Not elsewhere classified.

<sup>1</sup>Represents sum of three-digit components, which are also shown separately.

<sup>2</sup>Represents two-digit industries with three-digit industry breakout. However, because of the inability to distribute all industry employment, industry components do not equal the specified two-digit total. If the industry was clearly large-business-dominated or small-business-dominated, the two-digit industry was listed to represent the overall two-digit industry total.

<sup>3</sup>Each two-digit subcomponent industry reflects both the sum of the separately enumerated three-digit components and a residual component representing industries not covered by the Bureau of Labor Statistics.

Note: Excludes self-employed workers. Small-business-dominated industries are industries in which a minimum of 60 percent of employment is in firms with fewer than 500 employees. While 99.9 percent of industry employment was allocated to small, large, and indeterminate industries, about 2 percent of employment in the manufacturing and service sectors could not be

**Table A.16** *Employment in Selected Large-Business-Dominated Industries, December 1994 and December 1995 (Thousands)*

SIC Code (1987)	Industry	December		Absolute Change 1994– 1995	Percent Change 1994– 1995
		1994	1995		
	<b>Total, Large-Business-Dominated</b>	<b>33,825.0</b>	<b>33,893.3</b>	<b>68.3</b>	<b>0.2</b>
	<b>Mining</b>	<b>331.6</b>	<b>313.2</b>	<b>–18.4</b>	<b>–5.5</b>
10	Metal Mining	25.9	27.3	1.4	5.4
101	Iron Ores	8.9	8.8	–0.1	–1.1
102	Copper Ores	14.7	14.7	0.0	0.0
12	Coal Mining	7.7	6.2	–1.5	–19.0
122	Bituminous Coal	103.8	97.6	–6.2	–6.0
131	Oil and Gas Extraction	156.6	144.2	–12.4	–7.9
147	Chemical and Fertilizer Minerals	14.0	14.4	0.4	2.9
	<b>Manufacturing</b>	<b>10,935.9</b>	<b>10,807.9</b>	<b>–128.0</b>	<b>–1.2</b>
2011	Meat Packing Plants	141.2	141.1	–0.1	–0.1
2015	Poultry Slaughtering and Processing	230.4	236.4	6.0	2.6
202	Dairy Products	146.7	149.3	2.6	1.8
203	Canned, Frozen Fruits, Vegetables	221.0	211.5	–9.5	–4.3
204	Grain Mill Products	127.9	124.9	–3.0	–2.3
205	Bakery Products	214.5	211.9	–2.6	–1.2
206	Sugar and Confectionery Products	82.9	84.4	1.5	1.8
2061	Cane Sugar, except Refining	7.5	8.1	0.6	8.0
2062	Cane Sugar Refining	4.7	5.0	0.3	6.4
2063	Beet Sugar	10.5	10.7	0.2	1.9
207	Fats and Oils	33.3	32.8	–0.5	–1.5
208	Beverages	176.1	177.9	1.8	1.0
211	Cigarettes	29.1	26.7	–2.4	–8.2
221	Broadwoven Fabric Mills, Cotton	80.5	78.3	–2.2	–2.7
222	Broadwoven Fabric Mills, Manmade Fiber	68.6	65.8	–2.8	–4.1
225	Knitting Mills	120.2	112.9	–7.3	–6.1
2251	Women's Full Length Hosiery, except Socks	25.0	22.8	–2.2	–8.8
2254	Knit Underwear and Nightwear Mills	24.5	21.7	–2.8	–11.4
2257	Weft Knit Fabric Mills	27.1	25.2	–1.9	–7.0
2262	Finishers of Broadwoven Fabrics, Manmade	25.7	24.2	–1.5	–5.8
227	Carpets and Rugs	66.1	63.3	–2.8	–4.2
228	Yarn and Thread Mills	94.9	89.0	–5.9	–6.2
231	Men's and Boys' Suits, Coats, and Overcoats	38.1	33.3	–4.8	–12.6
232	Men's and Boys' Furnishings	265.5	236.2	–29.3	–11.0



**Table A.16** *Employment in Selected Large-Business-Dominated Industries, December 1994 and December 1995 (Thousands)—Continued*

SIC Code (1987)	Industry	December		Absolute Change 1994– 1995	Percent Change 1994– 1995
		1994	1995		
2341	Women's, Misses', Children's Underwear	40.0	32.9	−7.1	−17.8
2436	Softwood Veneer and Plywood	28.8	28.7	−0.1	−0.3
2451	Mobile Homes	58.9	60.8	1.9	3.2
252	Office Furniture	63.5	62.0	−1.5	−2.4
262	Paper Mills	167.1	162.2	−4.9	−2.9
263	Paperboard Mills	50.2	50.8	0.6	1.2
265	Paperboard Containers and Boxes	72.8	69.5	−3.3	−4.5
2653	Corrugated and Solid Fiber Boxes	128.2	129.4	1.2	0.9
2656	Sanitary Food Containers, except Folding	15.7	15.4	−0.3	−1.9
267	Converted Paper, except Containers and Boxes	175.6	170.7	−4.9	−2.8
2672	Coated and Laminated Paper	46.7	46.6	−0.1	−0.2
2677	Envelopes	23.9	24.4	0.5	2.1
271	Newspapers, Publishing, and Printing	456.3	453.2	−3.1	−0.7
273	Books	122.5	123.3	0.8	0.7
281	Industrial Inorganic Chemicals	131.3	126.5	−4.8	−3.7
282	Plastic Materials	158.6	155.8	−2.8	−1.8
283	Drugs	262.5	256.6	−5.9	−2.2
2841	Soap and Other Detergents	42.7	42.6	−0.1	−0.2
2844	Perfumes, Cosmetics, and Toilet Preparations	66.3	66.1	−0.2	−0.3
2865	Cyclic Organic Crude Dyes and Pigments	26.5	26.1	−0.4	−1.5
2869	Industrial Organic Chemicals, n.e.c.	114.2	115.0	0.8	0.7
287	Agricultural Chemicals	54.0	52.2	−1.8	−3.3
291	Petroleum Refining	109.5	99.7	−9.8	−8.9
301	Tires and Inner Tubes	78.3	83.8	5.5	7.0
302	Rubber and Plastic Footwear	11.1	7.0	−4.1	−36.9
305	Gaskets, Packing, and Sealing Devices	65.0	66.2	1.2	1.8
314	Footwear, except Rubber	56.3	50.0	−6.3	−11.2
321	Flat Glass	15.3	15.0	−0.3	−2.0
322	Glass and Glassware, Pressed or Brown	75.3	73.2	−2.1	−2.8
324	Cement, Hydraulic	17.7	17.5	−0.2	−1.1
329	Abrasive, Asbestos, etc.	51.1	51.2	0.1	0.2
3292	Asbestos Products	2.9	3.0	0.1	3.4
3296	Mineral Wool	24.0	23.8	−0.2	−0.8

**Table A.16** *Employment in Selected Large-Business-Dominated Industries, December 1994 and December 1995 (Thousands)—Continued*

SIC Code (1987)	Industry	December		Absolute Change 1994– 1995	Percent Change 1994– 1995
		1994	1995		
331	Steel Works, Blast Furnaces	213.9	212.5	−1.4	−0.7
3317	Steel Pipe and Tubes	26.7	27.5	0.8	3.0
332	Iron and Steel Foundries	42.4	41.9	−0.5	−1.2
3321	Gray and Ductile Iron Foundries	82.5	81.1	−1.4	−1.7
3322	Malleable Iron Foundries	5.5	5.3	−0.2	−3.6
333	Primary Smelting and Refining	18.1	18.8	0.7	3.9
3334	Primary Production of Aluminum	22.8	23.1	0.3	1.3
335	Rolling, Drawing of Nonferrous Metals	47.5	46.9	−0.6	−1.3
3351	Rolling, Drawing of Copper	23.6	23.7	0.1	0.4
3353	Aluminum Sheet	23.0	22.9	−0.1	−0.4
3357	Drawing of Nonferrous Wire	76.3	76.2	−0.1	−0.1
3411	Metal Cans	33.0	32.1	−0.9	−2.7
3429	Hardware, n.e.c.	74.2	72.3	−1.9	−2.6
3432	Plumbing Fixture Fittings	25.1	23.9	−1.2	−4.8
3465	Automotive Stampings	111.8	114.1	2.3	2.1
348	Ordnance and Accessories	22.9	21.8	−1.1	−4.8
3483	Ammunition, except for Small Arms	29.9	27.7	−2.2	−7.4
3511	Steam, Gas, and Hydraulic Turbines	28.1	26.7	−1.4	−5.0
3519	Internal Combustion Engines	61.3	58.6	−2.7	−4.4
3531	Construction Machinery and Equipment	74.8	78.8	4.0	5.3
3533	Oil and Gas Field Machinery	35.1	36.5	1.4	4.0
3546	Power Driven Handtools	24.6	24.9	0.3	1.2
3561	Pumps and Pumping Equipment	30.6	30.4	−0.2	−0.7
3562	Ball and Roller Bearings	37.6	38.2	0.6	1.6
3563	Air and Gas Compressors	26.6	27.2	0.6	2.3
357	Computer and Office Equipment	95.1	96.1	1.0	1.1
3571	Electronic Computers	190.9	191.8	0.9	0.5
3575	Computer Terminals	55.3	56.7	1.4	2.5
358	Refrigeration and Service Machinery	63.0	64.1	1.1	1.7
3585	Air Conditioning Equipment	131.9	137.2	5.3	4.0
3592	Carburetors, Pistons, Piston Rings	23.1	22.9	−0.2	−0.9
3612	Power and Distribution Transformers	41.0	39.6	−1.4	−3.4
3613	Switchgear and Switchboard Apparatus	41.0	39.7	−1.3	−3.2
362	Electrical Industrial Apparatus	158.6	162.1	3.5	2.2
363	Household Appliances	65.0	62.1	−2.9	−4.5
3632	Household Refrigerators	30.0	30.0	0.0	0.0
3634	Electric Housewares and Fans	30.3	29.7	−0.6	−2.0
364	Electric Lighting and Wiring Equipment	75.2	75.4	0.2	0.3
3641	Electric Lamp Bulbs and Tubes	23.0	23.1	0.1	0.4
3643	Current Carrying Wiring Devices	64.0	64.5	0.5	0.8
3644	Noncurrent Carrying Wiring Devices	20.1	19.0	−1.1	−5.5
365	Household Audio and Video Equipment	93.4	94.7	1.3	1.4

**Table A.16** *Employment in Selected Large-Business-Dominated Industries, December 1994 and December 1995 (Thousands)—Continued*

SIC Code (1987)	Industry	December		Absolute Change 1994– 1995	Percent Change 1994– 1995
		1994	1995		
366	Communications Equipment	248.1	250.3	2.2	0.9
367	Electronic Components and Accessories	305.7	325.4	19.7	6.4
3671	Electron Tubes	24.7	25.1	0.4	1.6
3674	Semiconductors and Related Devices	229.8	254.8	25.0	10.9
369	Miscellaneous Electrical Machinery	158.5	153.8	–4.7	–3.0
371	Motor Vehicles and Equipment	94.4	91.3	–3.1	–3.3
3711	Motor Vehicles and Passenger Car Bodies	354.7	362.1	7.4	2.1
3714	Motor Vehicle Parts and Accessories	486.3	484.3	–2.0	–0.4
3721	Aircraft	262.3	240.1	–22.2	–8.5
3724	Aircraft Engines and Engine Parts	90.6	88.6	–2.0	–2.2
3728	Aircraft Parts and Auxiliary Equipment	112.4	110.8	–1.6	–1.4
3731	Ship Building and Repairing	107.7	103.1	–4.6	–4.3
374	Railroad Equipment	37.5	37.3	–0.2	–0.5
376	Guided Missiles and Space Vehicles	104.4	94.5	–9.9	–9.5
381	Search, Detection, Navigation Equipment	170.9	157.2	–13.7	–8.0
382	Laboratory Apparatus	287.2	289.3	2.1	0.7
384	Surgical, Medical, and Dental Instruments	263.4	262.1	–1.3	–0.5
385	Ophthalmic Goods	36.2	35.3	–0.9	–2.5
386	Photographic Equipment and Supplies	87.5	86.1	–1.4	–1.6
<b>Transportation and Public Utilities</b>		<b>3,144.2</b>	<b>3,179.8</b>	<b>35.6</b>	<b>1.1</b>
40	Railroad Transportation	26.4	26.6	0.2	0.8
4011	Railroads, Line-Haul Operating	212.9	209.1	–3.8	–1.8
45	Transportation by Air	36.9	45.1	8.2	22.2
451	Air Transportation	609.5	626.9	17.4	2.9
458	Air Transportation Services	109.0	116.8	7.8	7.2
46	Pipelines, except Natural Gas	17.5	15.9	–1.6	–9.1
48	Communications	18.3	13.4	–4.9	–26.8
481	Telephone Communication	921.8	929.5	7.7	0.8
4833	Television Broadcasting Stations	125.2	132.8	7.6	6.1
484	Cable and Other Pay Television Services	150.2	167.3	17.1	11.4
49	Electric, Gas, and Sanitary Services	30.3	30.7	0.4	1.3
491	Electrical Services	410.7	398.4	–12.3	–3.0
492	Gas Production and Distribution	157.8	150.7	–7.1	–4.5
493	Combination Utility Services	174.1	167.6	–6.5	–3.7

**Table A.16** *Employment in Selected Large-Business-Dominated Industries, December 1994 and December 1995 (Thousands)—Continued*

SIC Code (1987)	Industry	December		Absolute Change 1994– 1995	Percent Change 1994– 1995
		1994	1995		
495	Sanitary Services	143.6	149.0	5.4	3.8
	<b>Wholesale Trade</b>	<b>755.3</b>	<b>769</b>	<b>13.7</b>	<b>1.8</b>
5045	Computers and Computer Peripheral Equipment	275.0	286.3	11.3	4.1
512	Drugs, Drug Proprietaries and Druggists' Sundries	199.4	199.5	0.1	0.1
5141	Groceries, General Line	280.9	283.2	2.3	0.8
	<b>Retail Trade</b>	<b>6,986.1</b>	<b>6,929.9</b>	<b>256.2</b>	<b>20.8</b>
531	Department Stores	2,498.5	2,450.1	–48.4	–1.9
533	Variety Stores	154.3	149.0	–5.3	–3.4
539	Miscellaneous General Merchandise Stores	214.1	197.4	–16.7	–7.8
541	Grocery Stores	2,982.5	3,050.8	68.3	2.3
56 <sup>3</sup>	Apparel and Accessory Stores	189.8	176.0	–13.8	–7.3
562	Women's Clothing Stores	366.9	359.5	–7.4	–2.0
565	Family Clothing Stores	364.5	333.8	–30.7	–8.4
566	Shoe Stores	215.5	213.3	–2.2	–1.0
5735	Record and Prerecorded Tape Stores	87.3	89.4	2.1	2.4
	<b>Finance, Insurance, and Real Estate</b>	<b>3,178.0</b>	<b>3,175.6</b>	<b>22.4</b>	<b>20.1</b>
60 <sup>2</sup>	Banking	125.3	125.8	0.5	0.4
6021	National Commercial Banks	888.7	879.7	–9.0	–1.0
6036	Savings Institutions, Not Federally Chartered	139.0	126.7	–12.3	–8.8
615	Business Credit Institutions	86.6	94.1	7.5	8.7
621	Security Brokers and Dealers	402.2	407.3	5.1	1.3
63 <sup>2</sup>	Insurance Carriers	62.9	63.0	0.1	0.2
631	Life Insurance	571.0	558.7	–12.3	–2.2
632	Medical Service and Health Insurance	300.3	321.4	21.1	7.0
633	Fire, Marine, and Casualty Insurance	538.2	534.9	–3.3	–0.6
636	Title Insurance	63.8	64.0	0.2	0.3
	<b>Services</b>	<b>8,493.9</b>	<b>8,717.9</b>	<b>224.0</b>	<b>2.6</b>
7363	Personnel Supply Services	2,162.2	2,227.6	65.4	3.0

**Table A.16** *Employment in Selected Large-Business-Dominated Industries, December 1994 and December 1995 (Thousands)—Continued*

SIC Code (1987)	Industry	December		Absolute Change 1994– 1995	Percent Change 1994– 1995
		1994	1995		
7374	Computer Processing and Data Preparation	222.7	241.7	19.0	8.5
7375	Information Retrieval Services	51.1	59.5	8.4	16.4
7378	Computer Maintenance and Repair	42.5	44.1	1.6	3.8
7514	Passenger Car Rental	112.8	122.0	9.2	8.2
781	Motion Picture Production	260.1	307.1	47.0	18.1
783	Motion Picture Theaters	113.4	117.1	3.7	3.3
80	Health Services	344.4	358.1	13.7	4.0
8062	Hospitals	3,484.6	3,535.2	50.6	1.5
8063	Psychiatric Hospitals	98.3	94.7	–3.6	–3.7
8069	Specialty Hospitals, except Psychiatric	205.5	208.0	2.5	1.2
822	Colleges and Universities	1,171.2	1,184.5	13.3	1.1
8731	Physical and Biological Research	225.1	218.3	–6.8	–3.0

n.e.c. = Not elsewhere classified

<sup>1</sup>Represents sum of three-digit components, which are also shown separately.

<sup>2</sup>Represents two-digit industries with three-digit industry breakout. However, because of the inability to distribute all industry employment, industry components do not equal the specified two-digit total. If the industry was clearly large-business-dominated or small-business-dominated, the two-digit industry was listed to represent the overall two-digit industry total.

<sup>3</sup>Each two-digit subcomponent industry reflects both the sum of the separately enumerated three-digit components and a residual component representing industries not covered by the Bureau of Labor Statistics.

Note: Excludes self-employed workers. Large-business-dominated industries are industries in which a minimum of 60 percent of employment is in firms with more than 500 employees. While 99.9 percent of industry employment was allocated to small, large, and indeterminate industries, about 2 percent of employment in the manufacturing and service sectors could not be allocated because of SIC code inconsistencies.

Source: Adapted by the U.S. Small Business Administration, Office of Advocacy, from the U.S. Department of Labor, Bureau of Labor Statistics, *Employment and Earnings* (March 1996), Table B-12.

**Table A.17** *Employment in Selected Indeterminate Industries, December 1994 and December 1995 (Thousands)*

SIC Code (1987)	Industry	December		Absolute Change 1994– 1995	Percent Change 1994– 1995
		1994	1995		
	<b>Total, Indeterminate Industries</b>	<b>17,753.4</b>	<b>18,101.3</b>	<b>347.9</b>	<b>2.0</b>
	<b>Mining</b>	<b>229.5</b>	<b>223.5</b>	<b>–6.0</b>	<b>–2.6</b>
13	Oil and Gas Extraction	7.3	6.7	–0.6	–8.2
138	Oil and Gas Field Services	166.0	160.3	–5.7	–3.4
14	Mining and Quarrying of Nonmetal Minerals	17.0	16.6	–0.4	–2.4
142	Crushed and Broken Stone	39.2	39.9	0.7	1.8
	<b>Manufacturing</b>	<b>4,278.1</b>	<b>4,247.8</b>	<b>–30.3</b>	<b>–0.7</b>
2013	Sausage and Other Prepared Meat Products	91.1	94.3	3.2	3.5
2041	Flour and Other Grain Mill Products	19.2	18.8	–0.4	–2.1
2048	Prepared Feeds and Feed Ingredients	42.8	42.6	–0.2	–0.5
2064	Candy and other Confectionery Products	54.0	57.4	3.4	6.3
209	Miscellaneous Food Preparations and Kindred Products	179.3	176.3	–3.0	–1.7
223	Broadwoven Fabric Mills, Wool	17.3	17.6	0.3	1.7
224	Narrow Fabric and Other Smallwares Mills, Cotton	23.9	22.1	–1.8	–7.5
2252	Hosiery, n.e.c.	41.7	38.6	–3.1	–7.4
2253	Knit Outerwear Mills	55.7	51.5	–4.2	–7.5
2261	Finishers of Broadwoven Fabrics of Cotton	32.4	31.0	–1.4	–4.3
229	Miscellaneous Textile Goods	51.6	49.2	–2.4	–4.7
2342	Brassieres, Girdles, and Allied Garments	12.4	12.1	–0.3	–2.4
236	Girls', Children's, and Infants' Outerwear	44.2	39.8	–4.4	–10.0
2392	House Furnishings, except Curtains	57.0	54.2	–2.8	–4.9
2396	Automotive Trimmings, Apparel Findings	56.2	53.1	–3.1	–5.5
2431	Millwork	112.2	109.7	–2.5	–2.2
245	Wood Buildings and Mobile Homes	76.9	78.2	1.3	1.7
251	Household Furniture	12.6	12.2	–0.4	–3.2
2511	Wood Household Furniture, except Upholstered	127.2	124.8	–2.4	–1.9
2512	Wood Household Furniture, Upholstered	92.0	91.0	–1.0	–1.1

**Table A.17** *Employment in Selected Indeterminate Industries,  
December 1994 and December 1995 (Thousands)—Continued*

SIC Code (1987)	Industry	December		Absolute Change 1994– 1995	Percent Change 1994– 1995
		1994	1995		
2514	Metal Household Furniture	24.3	21.1	–3.2	–13.2
253	Public Building and Related Furniture	39.8	39.7	–0.1	–0.3
2657	Folding Paperboard Boxes	48.9	46.5	–2.4	–4.9
2673	Plastics, Foil, and Coated Paper Bags	40.6	40.2	–0.4	–1.0
272	Periodicals, Publishing and Printing	137.8	136.6	–1.2	–0.9
274	Miscellaneous Publishing	83.2	81.5	–1.7	–2.0
276	Manifold Business Forms	45.4	44.1	–1.3	–2.9
278	Blankbooks, Looseleaf Binders, and Bookbinding	71.7	71.2	–0.5	–0.7
2842	Specialty Cleaning, Polishing, and Sanitation Preparations	42.5	41.5	–1.0	–2.4
285	Paints, Varnishes, Lacquers, Enamels	57.6	56.9	–0.7	–1.2
289	Miscellaneous Chemical Products	94.1	92.2	–1.9	–2.0
295	Asphalt Paving and Roofing Materials	25.4	24.8	–0.6	–2.4
306	Fabricated Rubber Products, n.e.c.	109.6	108.0	–1.6	–1.5
308	Miscellaneous Plastics Products	709.9	699.6	–10.3	–1.5
3111	Leather Tanning and Finishing	25.5	25.8	0.3	1.2
323	Products of Purchased Glass	62.0	61.5	–0.5	–0.8
325	Structural Clay Products	32.7	31.2	–1.5	–4.6
326	Pottery and Related Products	42.1	40.8	–1.3	–3.1
3291	Abrasive Products	20.4	19.6	–0.8	–3.9
3325	Steel Foundries, n.e.c.	27.0	26.5	–0.5	–1.9
342	Cutlery, Handtools, and General Hardware	12.6	12.9	0.3	2.4
3423	Hand and Edge Tools, except Machine Tools	46.2	45.7	–0.5	–1.1
343	Heating Equipment, except Electric and Warm Air	61.6	59.6	–2.0	–3.2
3442	Metal Doors, Sash, Frames, Molding, Trim	75.3	75.4	0.1	0.1
3443	Fabricated Plate Work (Boiler Shops)	99.4	102.2	2.8	2.8
3452	Bolts, Nuts, Screws, Rivets, Washers	48.1	47.6	–0.5	–1.0
3462	Iron and Steel Forgings	30.9	30.8	–0.1	–0.3
3494	Valves and Pipe Fittings, n.e.c.	25.3	26.0	0.7	2.8
352	Farm and Garden Machinery and Equipment	28.3	26.3	–2.0	–7.1
3523	Farm Machinery and Equipment	77.7	75.1	–2.6	–3.3

**Table A.17** *Employment in Selected Indeterminate Industries, December 1994 and December 1995 (Thousands)—Continued*

SIC Code (1987)	Industry	December		Absolute Change 1994– 1995	Percent Change 1994– 1995
		1994	1995		
353	Construction, Mining, and Materials	16.2	17.2	1.0	6.2
3532	Mining Machinery and Equipment, except Oil and Gas Field	16.3	16.8	0.5	3.1
3537	Industrial Trucks, Tractors, Trailers, and Stackers	29.4	30.8	1.4	4.8
3541	Machine Tools, Metal Cutting Types	38.9	41.6	2.7	6.9
3542	Machine Tools, Metal Forming Types	16.9	18.2	1.3	7.7
355	Special Industry Machinery, except Metalworking Machinery	98.6	108.8	10.2	10.3
3555	Printing Trades Machinery and Equipment	22.1	22.9	0.8	3.6
356	General Industrial Machinery and Equipment	84.0	87.6	3.6	4.3
3564	Industrial and Commercial Fans and Blowers	33.2	34.6	1.4	4.2
3566	Speed Changers, Industrial High Speed Drives	15.6	17.0	1.4	9.0
3568	Mechanical Power Transmission Equipment, n.e.c.	20.9	21.7	0.8	3.8
3679	Electronic Components, n.e.c.	133.1	142.3	9.2	6.9
3713	Truck and Bus Bodies	38.8	39.4	0.6	1.5
3715	Truck Trailers	35.3	32.7	–2.6	–7.4
3732	Boat Building and Repairing	55.9	56.4	0.5	0.9
379	Miscellaneous Transportation Equipment	50.9	48.3	–2.6	–5.1
387	Watches, Clocks, Clockwork Devices and Parts	8.8	7.8	–1.0	–11.4
3942	Dolls and Stuffed Toys	44.5	44.5	0.0	0.0
3949	Sporting and Athletic Goods, n.e.c.	73.1	73.8	0.7	1.0
	<b>Transportation and Public Utilities</b>	<b>1,939.2</b>	<b>1,954.5</b>	<b>15.3</b>	<b>0.8</b>
413	Intercity and Rural Bus Transportation	22.8	24.5	1.7	7.5
421	Trucking and Courier Services, except Air	1,755.6	1,779.4	23.8	1.4
44	Water Transportation	42.6	36.8	–5.8	–13.6
444	Water Transportation of Freight	12.8	13.2	0.4	3.1
449	Services Incidental to Water Transportation	105.4	100.6	–4.8	–4.6



**Table A.17** *Employment in Selected Indeterminate Industries,  
December 1994 and December 1995 (Thousands)—Continued*

SIC Code (1987)	Industry	December		Absolute Change 1994– 1995	Percent Change 1994– 1995
		1994	1995		
	<b>Wholesale Trade</b>	<b>1,602.5</b>	<b>1,658.1</b>	<b>55.6</b>	<b>3.5</b>
504	Professional and Commercial Equipment	328.3	347.1	18.8	5.7
5047	Medical, Dental, and Hospital Equipment	169.6	179.3	9.7	5.7
5065	Electronic Parts and Equipment	217.1	222.0	4.9	2.3
511	Paper and Paper Products	256.7	274.3	17.6	6.9
514	Groceries and Related Products	436.8	443.8	7.0	1.6
516	Chemicals and Allied Products	140.3	136.8	–3.5	–2.5
5182	Wine and Distilled Alcoholic Beverages	53.7	54.8	1.1	2.0
	<b>Retail Trade</b>	<b>1,487.4</b>	<b>1,525.7</b>	<b>38.3</b>	<b>2.6</b>
54	Food Stores	137.3	143.5	6.2	4.5
573	Radio, TV, and Music Stores	125.6	141.9	16.3	13.0
5731	Radio, Television, and Consumer Electronics	166.2	179.8	13.6	8.2
591	Drug Stores and Proprietary Stores	613.6	619.7	6.1	1.0
5942	Book Stores	115.2	120.3	5.1	4.4
5949	Sewing, Needlework, and Piece Goods Stores	64.8	60.8	–4.0	–6.2
596	Nonstore Retailers	51.5	54.6	3.1	6.0
5961	Catalog and Mail-Order Houses	213.2	205.1	–8.1	–3.8
	<b>Finance, Insurance, and Real Estate</b>	<b>1,389.1</b>	<b>1,409.2</b>	<b>20.1</b>	<b>1.4</b>
6022	State Commercial Banks	608.6	611.8	3.2	0.5
6035	Savings Institutions, Federally Chartered	156.5	146.8	–9.7	–6.2
61	Nondepository Credit Institutions	22.5	25.2	2.7	12.0
614	Personal Credit Institutions	139.4	147.7	8.3	6.0
616	Mortgage Bankers and Brokers	231.2	240.8	9.6	4.2
623	Security and Commodity Exchanges	25.3	26.5	1.2	4.7
628	Services Allied with Exchange of Securities	100.7	100.2	–0.5	–0.5
671	Holding Offices	104.9	110.2	5.3	5.1
	<b>Services</b>	<b>6,827.6</b>	<b>7,082.5</b>	<b>254.9</b>	<b>3.7</b>
701	Hotels, Motels, and Tourist Courts	1,514.1	1,522.6	8.5	0.6

**Table A.17** *Employment in Selected Indeterminate Industries, December 1994 and December 1995 (Thousands)—Continued*

SIC Code (1987)	Industry	December		Absolute Change 1994– 1995	Percent Change 1994– 1995
		1994	1995		
722	Photographic Portrait Studios	79.4	83.7	4.3	5.4
729	Miscellaneous Personal Services	122.7	118.8	–3.9	–3.2
737	Computer and Data Processing Services	178.9	196.4	17.5	9.8
7371	Computer Programming Services	218.2	247.6	29.4	13.5
7372	Prepackaged Software	159.8	184.5	24.7	15.5
7373	Computer Integrated Systems Design	119.6	129.5	9.9	8.3
738	Miscellaneous Business Services	775.0	797.1	22.1	2.9
7381	Detective, Guard, and Armored Car Services	519.1	543.4	24.3	4.7
7382	Security Systems Services	45.9	48.8	2.9	6.3
751	Automotive Rentals, Without Drivers	66.7	69.8	3.1	4.6
752	Automobile Parking	64.4	64.9	0.5	0.8
78 <sup>3</sup>	Motion Pictures	162.0	164.8	2.8	1.7
8051	Skilled Nursing Care Facilities	1,239.5	1,274.3	34.8	2.8
808	Home Health Care Services	587.8	630.1	42.3	7.2
82	Educational Services	141.2	150.7	9.5	6.7
8711	Engineering and Architectural Services	611.7	630.0	18.3	3.0
873	Research, Development, and Testing Services	85.2	91.2	6.0	7.0
8733	Research and Testing Services	136.4	134.3	–2.1	–1.5

n.e.c. = not elsewhere classified

<sup>1</sup>Represents sum of three-digit components, which are also shown separately.

<sup>2</sup>Represents two-digit industries with three-digit industry breakout. However, because of the inability to distribute all industry employment, industry components do not equal the specified two-digit total. If the industry was clearly large-business-dominated or small-business-dominated, the two-digit industry was listed to represent the overall two-digit industry total.

<sup>3</sup>Each two-digit subcomponent industry reflects both the sum of the separately enumerated three-digit components and a residual component representing industries not covered by the Bureau of Labor Statistics.

Note: Excludes self-employed workers. Small-business-dominated industries are industries in which a minimum of 60 percent of employment is in firms with fewer than 500 employees. While 99.9 percent of industry employment was allocated to small, large, and indeterminate industries, about 2 percent of employment in the manufacturing and service sectors could not be allocated because of SIC code inconsistencies.

Source: Adapted by the U.S. Small Business Administration, Office of Advocacy, from the U.S. Department of Labor, Bureau of Labor Statistics, *Employment and Earnings* (March 1996), Table B-12.

**Table A.18** *Change in Employment in Small-Business-Dominated, Large-Business-Dominated, and Indeterminate Industries, 1982 to 1995 (Percent)*

	Total Employment (Thousands)	Small-Business- Dominated Industries	Large-Business- Dominated Industries	Indeterminate Industries	Total, All Industries
1995	124,900	2.7	0.2	2.0	1.7
1994	123,060	4.7	1.0	4.9	3.5
1993	119,306	3.2	0.5	2.3	2.1
1992	117,598	1.0	0.5	0.8	0.4
1991	116,877	-0.5	-1.4	-1.7	-0.9
1990	117,914	1.1	0.6	-2.2	0.3
1989	117,342	3.2	1.4	1.5	2.4
1988	114,968	4.9	3.3	3.8	4.2
1987	112,440	3.5	2.7	3.5	3.3
1986	109,597	2.1	1.2	0.5	1.6
1985	107,150	4.6	0.4	-0.3	2.5
1984	105,005	7.2	2.6	5.2	5.2
1983	100,834	5.9	2.4	5.3	4.5
1982	99,526	-1.1	-3.6	-5.3	-2.5

Note: Annual change in this table is measured from December to December. Data exclude self-employed workers. Small-business-dominated industries are industries in which a minimum of 60 percent of the industry employment is in firms with fewer than 500 employees. Large-business-dominated industries are industries in which a minimum of 60 percent of industry employment is in firms with more than 500 employees. Industries in which the small or large business share of employment falls between 40 and 60 percent of the industry employment are classified as indeterminate industries.

Source: Adapted by the U.S. Small Business Administration, Office of Advocacy, from the U.S. Department of Labor, Bureau of Labor Statistics, *Employment and Earnings* (various issues, 1982-1996). Industry classification is based on 1990 economic census tabulations produced by the U.S. Department of Commerce, Bureau of the Census, 1996.

**Table A.19** *Wage-and-Salary and Nonfarm Proprietors' Income by SBA Region and State, 1994 and 1995 (Millions of Dollars)*

	1994	1995	Percent Change	Rank
<b>U.S. Total</b>				
Wages and Salaries	3,233,326	3,423,330	5.9	
Nonfarm Proprietors' Income	415,879	449,257	8.0	
Total Earned Income	3,649,205	3,872,587	6.1	
<b>Region I</b>				
Wages and Salaries	191,036	191,882	5.1	
Nonfarm Proprietors' Income	23,892	24,226	4.1	
Total Earned Income	214,928	216,108	5.0	
Connecticut				
Wages and Salaries	53,866	54,606	5.1	41
Nonfarm Proprietors' Income	6,392	6,766	6.2	34
Total Earned Income	60,258	61,372	5.2	41
Maine				
Wages and Salaries	12,406	12,459	3.1	46
Nonfarm Proprietors' Income	1,864	2,207	2.3	48
Total Earned Income	14,270	14,665	2.9	48
Massachusetts				
Wages and Salaries	93,383	93,337	5.6	35
Nonfarm Proprietors' Income	11,328	10,690	4.6	42
Total Earned Income	104,711	104,027	5.5	37
New Hampshire				
Wages and Salaries	13,579	13,642	6.5	23
Nonfarm Proprietors' Income	2,109	2,124	-2.5	51
Total Earned Income	15,688	15,766	5.2	40
Rhode Island				
Wages and Salaries	11,540	11,571	2.7	48
Nonfarm Proprietors' Income	1,236	1,340	5.1	39
Total Earned Income	12,776	12,911	3.0	47
Vermont				
Wages and Salaries	6,262	6,268	4.0	45
Nonfarm Proprietors' Income	963	1,100	1.6	49
Total Earned Income	7,225	7,368	3.6	46
<b>Region II</b>				
Wages and Salaries	393,663	398,966	5.5	
Nonfarm Proprietors' Income	50,412	52,296	7.8	
Total Earned Income	444,075	451,262	5.7	
New Jersey				
Wages and Salaries	121,098	122,796	4.9	42
Nonfarm Proprietors' Income	14,097	13,961	4.6	43
Total Earned Income	135,195	136,757	4.9	43
New York				
Wages and Salaries	272,565	276,170	5.7	32
Nonfarm Proprietors' Income	36,315	38,335	9.1	19
Total Earned Income	308,880	314,505	6.1	31

**Table A.19** *Wage-and-Salary and Nonfarm Proprietors' Income by SBA Region and State, 1994 and 1995 (Millions of Dollars)—Continued*

	1994	1995	Percent Change	Rank
<b>Region III</b>				
Wages and Salaries	349,493	352,229	5.0	
Nonfarm Proprietors' Income	39,864	42,893	6.3	
Total Earned Income	389,357	395,122	5.1	
Delaware				
Wages and Salaries	10,431	10,403	5.9	31
Nonfarm Proprietors' Income	1,525	940	21.2	3
Total Earned Income	11,956	11,343	7.0	22
District of Columbia				
Wages and Salaries	28,587	28,638	2.0	50
Nonfarm Proprietors' Income	2,124	2,055	15.5	7
Total Earned Income	30,711	30,694	2.8	49
Maryland				
Wages and Salaries	64,790	65,465	5.5	36
Nonfarm Proprietors' Income	6,733	8,360	8.2	24
Total Earned Income	71,523	73,825	5.8	36
Pennsylvania				
Wages and Salaries	143,372	145,035	5.1	40
Nonfarm Proprietors' Income	20,487	21,365	3.8	45
Total Earned Income	163,859	166,400	4.9	42
Virginia				
Wages and Salaries	86,602	86,913	5.1	39
Nonfarm Proprietors' Income	7,075	8,119	7.9	28
Total Earned Income	93,677	95,033	5.3	39
West Virginia				
Wages and Salaries	15,711	15,774	6.4	25
Nonfarm Proprietors' Income	1,920	2,054	3.9	44
Total Earned Income	17,631	17,829	6.1	32
<b>Region IV</b>				
Wages and Salaries	524,946	525,858	6.8	
Nonfarm Proprietors' Income	56,874	61,234	5.6	
Total Earned Income	581,820	587,092	6.7	
Alabama				
Wages and Salaries	43,483	43,435	6.1	28
Nonfarm Proprietors' Income	4,608	4,826	2.9	46
Total Earned Income	48,091	48,260	5.8	35
Florida				
Wages and Salaries	149,609	150,269	5.9	30
Nonfarm Proprietors' Income	14,958	17,981	7.0	30
Total Earned Income	164,567	168,250	6.0	33
Georgia				
Wages and Salaries	87,217	87,959	7.6	14
Nonfarm Proprietors' Income	9,564	9,449	5.2	37
Total Earned Income	96,781	97,407	7.4	19

**Table A.19** *Wage-and-Salary and Nonfarm Proprietors' Income by SBA Region and State, 1994 and 1995 (Millions of Dollars)—Continued*

	1994	1995	Percent Change	Rank
Kentucky				
Wages and Salaries	38,386	38,357	6.7	21
Nonfarm Proprietors' Income	4,290	4,432	4.6	41
Total Earned Income	42,676	42,789	6.5	27
Mississippi				
Wages and Salaries	22,754	22,871	9.8	3
Nonfarm Proprietors' Income	2,873	3,043	2.9	47
Total Earned Income	25,627	25,914	8.9	6
North Carolina				
Wages and Salaries	84,491	84,248	6.7	20
Nonfarm Proprietors' Income	8,747	8,948	8.1	25
Total Earned Income	93,238	93,196	6.9	24
South Carolina				
Wages and Salaries	38,474	38,344	5.1	38
Nonfarm Proprietors' Income	3,369	3,898	-0.7	50
Total Earned Income	41,843	42,241	4.6	44
Tennessee				
Wages and Salaries	60,532	60,376	8.7	8
Nonfarm Proprietors' Income	8,465	8,659	6.9	31
Total Earned Income	68,997	69,034	8.4	10
<b>Region V</b>				
Wages and Salaries	619,884	625,091	7.7	
Nonfarm Proprietors' Income	63,801	65,599	9.8	
Total Earned Income	683,685	690,690	7.9	
Illinois				
Wages and Salaries	164,065	166,207	6.5	24
Nonfarm Proprietors' Income	18,530	19,958	11.4	13
Total Earned Income	182,595	186,165	7.0	23
Indiana				
Wages and Salaries	68,941	69,829	8.4	9
Nonfarm Proprietors' Income	7,499	7,081	8.4	23
Total Earned Income	76,440	76,910	8.4	11
Michigan				
Wages and Salaries	124,950	126,102	9.4	5
Nonfarm Proprietors' Income	10,508	10,537	15.7	6
Total Earned Income	135,458	136,639	9.8	4
Minnesota				
Wages and Salaries	62,877	63,222	6.7	22
Nonfarm Proprietors' Income	6,739	6,841	8.5	21
Total Earned Income	69,616	70,063	6.9	25
Ohio				
Wages and Salaries	137,232	137,437	8.0	12
Nonfarm Proprietors' Income	14,410	15,135	6.0	35
Total Earned Income	151,642	152,571	7.8	16
Wisconsin				
Wages and Salaries	61,819	62,294	7.4	17
Nonfarm Proprietors' Income	6,115	6,049	8.0	26
Total Earned Income	67,934	68,344	7.5	18

**Table A.19** *Wage-and-Salary and Nonfarm Proprietors' Income by SBA Region and State, 1994 and 1995 (Millions of Dollars)—Continued*

	1994	1995	Percent Change	Rank
<b>Region VI</b>				
Wages and Salaries	321,009	342,598	6.7	
Nonfarm Proprietors' Income	56,787	61,587	8.5	
Total Earned Income	377,796	404,185	7.0	
Arkansas				
Wages and Salaries	22,426	23,899	6.6	17
Nonfarm Proprietors' Income	3,245	3,505	8.0	31
Total Earned Income	25,671	27,404	6.8	18
Louisiana				
Wages and Salaries	41,622	44,124	6.0	23
Nonfarm Proprietors' Income	5,806	6,368	9.7	8
Total Earned Income	47,428	50,492	6.5	22
New Mexico				
Wages and Salaries	15,894	17,117	7.7	1
Nonfarm Proprietors' Income	1,943	2,148	10.6	5
Total Earned Income	17,837	19,265	8.0	7
Oklahoma				
Wages and Salaries	30,349	31,652	4.3	46
Nonfarm Proprietors' Income	4,971	5,296	6.5	45
Total Earned Income	35,320	36,948	4.6	45
Texas				
Wages and Salaries	210,718	225,806	7.2	11
Nonfarm Proprietors' Income	40,822	44,270	8.4	23
Total Earned Income	251,540	270,076	7.4	11
<b>Region VII</b>				
Wages and Salaries	139,746	148,479	6.2	
Nonfarm Proprietors' Income	17,256	18,767	8.8	
Total Earned Income	157,002	167,246	6.5	
Iowa				
Wages and Salaries	30,278	32,057	5.9	28
Nonfarm Proprietors' Income	3,938	4,312	9.5	10
Total Earned Income	34,216	36,369	6.3	23
Kansas				
Wages and Salaries	28,481	30,104	5.7	31
Nonfarm Proprietors' Income	3,796	4,131	8.8	16
Total Earned Income	32,277	34,235	6.1	30
Missouri				
Wages and Salaries	62,606	66,701	6.5	18
Nonfarm Proprietors' Income	7,280	7,900	8.5	21
Total Earned Income	69,886	74,601	6.7	20
Nebraska				
Wages and Salaries	18,381	19,617	6.7	15
Nonfarm Proprietors' Income	2,242	2,424	8.1	27
Total Earned Income	20,623	22,041	6.9	15

**Table A.19** *Wage-and-Salary and Nonfarm Proprietors' Income by SBA Region and State, 1994 and 1995 (Millions of Dollars)—Continued*

	1994	1995	Percent Change	Rank
<b>Region VIII</b>				
Wages and Salaries	94,718	101,891	7.6	
Nonfarm Proprietors' Income	13,047	14,281	9.5	
Total Earned Income	107,765	116,172	7.8	
Colorado				
Wages and Salaries	48,906	52,810	8.0	6
Nonfarm Proprietors' Income	6,539	7,143	9.2	12
Total Earned Income	55,445	59,953	8.1	6
Montana				
Wages and Salaries	7,007	7,408	5.7	33
Nonfarm Proprietors' Income	1,241	1,492	20.2	4
Total Earned Income	8,248	8,899	7.9	14
North Dakota				
Wages and Salaries	5,834	6,163	5.6	34
Nonfarm Proprietors' Income	790	872	10.4	14
Total Earned Income	6,623	7,035	6.2	30
South Dakota				
Wages and Salaries	6,212	6,661	7.2	18
Nonfarm Proprietors' Income	1,144	1,350	18.1	5
Total Earned Income	7,356	8,011	8.9	7
Utah				
Wages and Salaries	18,880	20,600	9.1	6
Nonfarm Proprietors' Income	2,075	2,251	8.4	22
Total Earned Income	20,955	22,851	9.0	5
Wyoming				
Wages and Salaries	4,888	5,114	4.6	44
Nonfarm Proprietors' Income	776	948	22.1	2
Total Earned Income	5,664	6,062	7.0	21
<b>Region IX</b>				
Wages and Salaries	463,077	479,891	3.6	
Nonfarm Proprietors' Income	71,120	81,708	14.9	
Total Earned Income	534,197	561,599	5.1	
Arizona				
Wages and Salaries	40,105	44,269	10.4	2
Nonfarm Proprietors' Income	4,219	4,869	15.4	8
Total Earned Income	44,324	49,138	10.9	2
California				
Wages and Salaries	387,273	397,837	2.7	47
Nonfarm Proprietors' Income	61,497	70,518	14.7	9
Total Earned Income	448,770	468,355	4.4	45
Hawaii				
Wages and Salaries	16,816	16,865	0.3	51
Nonfarm Proprietors' Income	2,602	2,871	10.3	15
Total Earned Income	19,418	19,736	1.6	51
Nevada				
Wages and Salaries	18,884	20,920	10.8	1
Nonfarm Proprietors' Income	2,801	3,450	23.2	1
Total Earned Income	21,684	24,370	12.4	1



**Table A.19** *Wage-and-Salary and Nonfarm Proprietors' Income by SBA Region and State, 1994 and 1995 (Millions of Dollars)—Continued*

	1994	1995	Percent Change	Rank
<b>Region X</b>				
Wages and Salaries	116,332	123,557	6.2	
Nonfarm Proprietors' Income	19,011	21,087	10.9	
Total Earned Income	135,344	144,643	6.9	
<b>Alaska</b>				
Wages and Salaries	9,014	9,207	2.1	49
Nonfarm Proprietors' Income	1,686	1,785	5.9	36
Total Earned Income	10,700	10,992	2.7	50
<b>Idaho</b>				
Wages and Salaries	9,991	10,968	9.8	4
Nonfarm Proprietors' Income	2,176	2,487	14.3	10
Total Earned Income	12,168	13,455	10.6	3
<b>Oregon</b>				
Wages and Salaries	32,738	35,369	8.0	10
Nonfarm Proprietors' Income	5,153	5,860	13.7	12
Total Earned Income	37,891	41,228	8.8	8
<b>Washington</b>				
Wages and Salaries	64,590	68,013	5.3	37
Nonfarm Proprietors' Income	9,996	10,955	9.6	16
Total Earned Income	74,585	78,968	5.9	34

Source: Adapted by the U.S. Small Business Administration, Office of Advocacy, from data prepared by the U.S. Department of Commerce, Bureau of Economic Analysis, Regional Economic Marketing Division, 1996.

**Table A.20** *Nonfarm Personal Income by SBA Region and State, 1994 and 1995 (Millions of Dollars)*

	1994	1995	Percent Change	Rank
<b>U.S. Total</b>	<b>5,695,861</b>	<b>6,064,095</b>	<b>6.5</b>	
<b>Region I</b>	<b>341,910</b>	<b>363,938</b>	<b>6.4</b>	
Connecticut	98,269	103,862	5.7	38
Maine	23,591	24,846	5.3	45
Massachusetts	158,988	170,031	6.9	20
New Hampshire	27,338	29,331	7.3	15
Rhode Island	22,111	23,560	6.6	23
Vermont	11,613	12,308	6.0	37
<b>Region II</b>	<b>700,304</b>	<b>738,335</b>	<b>5.4</b>	
New Jersey	224,206	236,871	5.6	39
New York	476,098	501,465	5.3	44
<b>Region III</b>	<b>611,226</b>	<b>644,111</b>	<b>5.4</b>	
Delaware	17,436	18,716	7.3	14
District of Columbia	18,068	18,541	2.6	50
Maryland	126,350	132,556	4.9	47
Pennsylvania	268,877	283,778	5.5	42
Virginia	149,741	158,195	5.6	40
West Virginia	30,754	32,324	5.1	46
<b>Region IV</b>	<b>937,123</b>	<b>1,005,179</b>	<b>7.3</b>	
Alabama	75,846	80,733	6.4	27
Florida	302,469	324,770	7.4	12
Georgia	143,416	154,619	7.8	9
Kentucky	67,535	71,948	6.5	25
Mississippi	41,752	44,476	6.5	26
North Carolina	138,029	148,958	7.9	8
South Carolina	65,241	69,417	6.4	31
Tennessee	102,835	110,258	7.2	18
<b>Region V</b>	<b>1,057,186</b>	<b>1,124,336</b>	<b>6.4</b>	
Illinois	279,957	298,300	6.6	24
Indiana	117,181	124,297	6.1	36
Michigan	214,092	227,829	6.4	30
Minnesota	103,500	109,853	6.1	35
Ohio	235,597	250,313	6.2	33
Wisconsin	106,860	113,744	6.4	28

**Table A.20** *Nonfarm Personal Income by SBA Region and State, 1994 and 1995 (Millions of Dollars)—Continued*

	1994	1995	Percent Change	Rank
<b>Region VI</b>	<b>571,566</b>	<b>611,408</b>	<b>7.0</b>	
Arkansas	40,807	43,642	6.9	19
Louisiana	77,550	81,917	5.6	41
New Mexico	28,030	30,396	8.4	4
Oklahoma	57,387	60,528	5.5	43
Texas	367,792	394,925	7.4	11
<b>Region VII</b>	<b>246,205</b>	<b>263,546</b>	<b>7.0</b>	
Iowa	54,479	58,233	6.9	21
Kansas	51,903	55,341	6.6	22
Missouri	108,245	116,070	7.2	17
Nebraska	31,578	33,902	7.4	13
<b>Region VIII</b>	<b>162,926</b>	<b>175,786</b>	<b>7.9</b>	
Colorado	82,537	89,340	8.2	6
Montana	14,771	15,720	6.4	29
North Dakota	10,902	11,717	7.5	10
South Dakota	12,614	13,766	9.1	2
Utah	32,701	35,397	8.2	5
Wyoming	9,401	9,846	4.7	48
<b>Region IX</b>	<b>850,825</b>	<b>906,466</b>	<b>6.5</b>	
Arizona	78,658	85,769	9.0	3
California	709,991	754,400	6.3	32
Hawaii	28,122	29,023	3.2	49
Nevada	34,053	37,274	9.5	1
<b>Region X</b>	<b>216,591</b>	<b>230,990</b>	<b>6.6</b>	
Alaska	14,120	14,476	2.5	51
Idaho	19,868	21,315	7.3	16
Oregon	62,228	67,329	8.2	7
Washington	120,375	127,870	6.2	34

Source: U.S. Small Business Administration, Office of Advocacy, from data supplied by the U.S. Department of Commerce, Bureau of Economic Analysis, 1996

**Table A.21** *Nonfarm Sole Proprietorships by Gender of Ownership and SBA Region, 1980 and 1993*

Industry	1980			1993			Percent Change 1980–1993	
	All Nonfarm Businesses	Women- Owned Businesses	Women's Share of Total	All Nonfarm Businesses	Women- Owned Businesses	Women's Share of Total	All Nonfarm Businesses	Women- Owned Businesses
<b>U.S. Total</b>	<b>9,730,019</b>	<b>2,535,240</b>	<b>26.1</b>	<b>17,714,120</b>	<b>5,851,514</b>	<b>33.0</b>	<b>82.06</b>	<b>130.81</b>
Region I	512,401	120,273	23.5	1,003,246	345,328	34.4	95.79	187.12
Region II	807,319	195,756	24.2	1,444,333	449,938	31.2	78.90	129.85
Region III	866,848	231,216	26.7	1,706,630	607,487	35.6	96.88	162.74
Region IV	1,480,801	370,354	25.0	3,081,432	910,503	29.5	108.09	145.85
Region V	1,774,893	481,945	27.2	2,961,719	992,327	33.5	66.87	105.90
Region VI	1,237,802	277,022	22.4	2,171,258	684,050	31.5	75.41	146.93
Region VII	602,859	166,643	27.6	968,144	373,898	38.6	60.59	124.37
Region VIII	431,948	115,755	26.8	693,420	251,191	36.2	60.53	117.00
Region IX	1,513,668	446,169	29.5	2,906,271	967,791	33.3	92.00	116.91
Region X	484,626	123,924	25.6	777,667	269,000	34.6	60.47	117.07

Note: Detail may not add to totals because of disclosure rules regarding the release of information for specific taxpayers. SBA regions are defined as follows: Region I: Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont; Region II: New Jersey, New York; Region III: Delaware, District of Columbia, Maryland, Pennsylvania, Virginia, West Virginia; Region IV: Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina, Tennessee; Region V: Illinois, Indiana, Michigan, Minnesota, Ohio, Wisconsin; Region VI: Arkansas, Louisiana, New Mexico, Oklahoma, Texas; Region VII: Iowa, Kansas, Missouri, Nebraska; Region VIII: Colorado, Montana, North Dakota, South Dakota, Utah, Wyoming; Region IX: Arizona, California, Hawaii, Nevada; and Region X: Alaska, Idaho, Oregon, Washington.

Source: Special tabulations prepared for the U.S. Small Business Administration, Office of Advocacy, by the U.S. Department of the Treasury, Internal Revenue Service, 1996.

**Table A.22** *Receipts of Nonfarm Sole Proprietorships by Gender of Ownership and SBA Region, 1980 and 1993 (Thousands of Dollars)*

Industry	1980			1993			Percent Change 1980–1993	
	All Nonfarm Businesses	Women- Owned Businesses	Women's Share of Total	All Nonfarm Businesses	Women- Owned Businesses	Women's Share of Total	All Nonfarm Businesses	Women- Owned Businesses
<b>U.S. Total</b>	<b>411,205,713</b>	<b>36,376,570</b>	<b>8.8</b>	<b>757,215,452</b>	<b>111,583,767</b>	<b>14.7</b>	<b>84.15</b>	<b>206.75</b>
Region I	19,394,807	1,521,698	7.8	40,422,223	6,968,478	17.2	108.42	357.94
Region II	30,900,154	3,065,589	9.9	59,343,251	9,056,899	15.3	92.05	195.44
Region III	37,319,189	3,408,915	9.1	74,607,474	12,578,774	16.9	99.92	269.00
Region IV	66,605,226	5,515,772	8.3	118,737,062	15,810,869	13.3	78.27	186.65
Region V	73,456,559	6,463,322	8.8	111,826,788	16,180,710	14.5	52.24	150.35
Region VI	57,683,340	4,538,872	7.9	93,290,451	12,255,399	13.1	61.73	170.01
Region VII	26,636,767	2,080,737	7.8	39,045,260	5,435,742	13.9	46.58	161.24
Region VIII	16,337,108	1,206,690	7.4	25,954,119	3,708,266	14.3	58.87	207.31
Region IX	64,684,469	6,989,048	10.8	157,755,851	24,966,893	15.8	143.89	257.23
Region X	17,823,850	1,528,716	8.6	36,232,972	4,621,738	12.8	103.28	202.33

Note: Detail may not add to totals because of disclosure rules regarding the release of information for specific taxpayers. SBA regions are defined as follows: Region I: Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont; Region II: New Jersey, New York; Region III: Delaware, District of Columbia, Maryland, Pennsylvania, Virginia, West Virginia; Region IV: Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina, Tennessee; Region V: Illinois, Indiana, Michigan, Minnesota, Ohio, Wisconsin; Region VI: Arkansas, Louisiana, New Mexico, Oklahoma, Texas; Region VII: Iowa, Kansas, Missouri, Nebraska; Region VIII: Colorado, Montana, North Dakota, South Dakota, Utah, Wyoming; Region IX: Arizona, California, Hawaii, Nevada; and Region X: Alaska, Idaho, Oregon, Washington.

Source: Special tabulations prepared for the U.S. Small Business Administration, Office of Advocacy, by the U.S. Department of the Treasury, Internal Revenue Service, 1996.

**Table A.23** *Nonfarm Sole Proprietorships by Gender of Ownership and Industry Group, 1980 and 1993*

Industry	1980			1993			Percent Change 1980–1993	
	All Nonfarm Businesses	Women- Owned Businesses	Women’s Share of Total	All Nonfarm Businesses	Women- Owned Businesses	Women’s Share of Total	All Nonfarm Businesses	Women- Owned Businesses
<b>Total, All Industries</b>	<b>9,730,019</b>	<b>2,535,240</b>	<b>26.1</b>	<b>17,714,120</b>	<b>5,851,514</b>	<b>33.0</b>	<b>82.06</b>	<b>130.81</b>
Agriculture, Forestry, and Fishing	307,720	30,811	10.0	533,417	66,639	12.5	73.34	116.28
Mining, Construction, and Manufacturing	1,409,280	84,221	6.0	2,601,303	246,727	9.5	84.58	192.95
Transportation, Communications, and Public Utilities	438,795	27,696	6.3	748,941	107,416	14.3	70.68	287.84
Wholesale and Retail Trade	2,527,084	824,771	32.6	3,355,345	1,302,468	38.8	32.78	57.92
Finance, Insurance, and Real Estate	1,048,966	354,801	33.8	1,519,469	549,304	36.2	44.85	54.82
Services	3,918,166	1,212,940	3.0	8,955,645	3,578,960	40.0	128.57	195.06

Note: Detail may not add to totals because of disclosure rules regarding the release of information for specific taxpayers.

Source: Special tabulations prepared for the U.S. Small Business Administration, Office of Advocacy, by the U.S. Department of the Treasury, Internal Revenue Service, 1996.

**Table A.24** *Receipts of Nonfarm Sole Proprietorships by Gender of Ownership and Industry Group, 1980 and 1993*  
(Thousands of Dollars)

Industry	1980			1993			Percent Change 1980–1993	
	All Nonfarm Businesses	Women- Owned Businesses	Women's Share of Total	All Nonfarm Businesses	Women- Owned Businesses	Women's Share of Total	All Nonfarm Businesses	Women- Owned Businesses
<b>U.S. Total</b>	<b>411,205,713</b>	<b>36,376,570</b>	<b>8.8</b>	<b>757,215,452</b>	<b>111,583,767</b>	<b>14.7</b>	<b>84.15</b>	<b>206.75</b>
Agriculture, Forestry, and Fishing	6,433,612	234,280	3.6	20,990,046	2,191,110	10.4	226.26	835.25
Mining, Construction, and Manufacturing	71,248,141	1,977,303	2.8	133,912,242	6,543,680	4.9	87.95	230.94
Transportation, Communications, and Public Utilities	19,965,525	698,144	3.5	34,578,789	3,116,564	9.0	73.19	346.41
Wholesale and Retail Trade	202,283,802	18,937,581	9.4	236,706,170	33,625,845	14.2	17.02	77.56
Finance, Insurance, and Real Estate	21,530,768	3,640,416	16.9	59,655,204	13,578,494	22.8	177.07	272.99
Services	89,743,865	10,888,846	12.1	271,373,001	52,528,073	19.4	202.39	382.40

Note: Detail may not add to totals because of disclosure rules regarding the release of taxpayer information.

Source: Special tabulations prepared for the U.S. Small Business Administration, Office of Advocacy, by the U.S. Department of the Treasury, Internal Revenue Service, 1996.

**Table A.25** *Women-Owned Businesses by SBA Region and State, 1987 and 1992*

	1987	1992	Percent Change, 1987–1992	Rank
<b>U.S., Total</b>	<b>4,114,784</b>	<b>5,888,882</b>	<b>43.1</b>	
<b>Region I</b>	<b>247,254</b>	<b>336,641</b>	<b>36.2</b>	
Connecticut	60,924	79,931	31.2	48
Maine	23,922	35,260	47.4	17
Massachusetts	111,376	147,572	32.5	47
New Hampshire	22,713	31,492	38.7	35
Rhode Island	14,517	21,353	47.1	18
Vermont	13,802	21,033	52.4	9
<b>Region II</b>	<b>402,285</b>	<b>560,742</b>	<b>39.4</b>	
New Jersey	117,373	164,798	40.4	29
New York	284,912	395,944	39.0	31
<b>Region III</b>	<b>386,932</b>	<b>547,918</b>	<b>41.6</b>	
Delaware	9,727	14,904	53.2	7
District of Columbia	10,987	14,599	32.9	45
Maryland	81,891	121,777	48.7	16
Pennsylvania	167,362	227,500	35.9	40
Virginia	94,416	138,494	46.7	19
West Virginia	22,549	30,644	35.9	41
<b>Region IV</b>	<b>643,443</b>	<b>990,180</b>	<b>53.9</b>	
Alabama	48,018	71,466	48.8	15
Florida	221,361	352,048	59.0	4
Georgia	88,050	143,045	62.5	2
Kentucky	53,454	74,280	39.0	32
Mississippi	28,976	40,879	41.1	27
North Carolina	93,532	142,516	52.4	10
South Carolina	42,604	64,812	52.1	11
Tennessee	67,448	101,134	49.9	13
<b>Region V</b>	<b>712,370</b>	<b>1,018,037</b>	<b>42.9</b>	
Illinois	177,057	250,613	41.5	26
Indiana	89,949	125,411	39.4	30
Michigan	133,958	193,820	44.7	21
Minnesota	88,137	124,143	40.9	28
Ohio	154,084	224,693	45.8	20
Wisconsin	69,185	99,357	43.6	22



**Table A.25** *Women-Owned Businesses by SBA Region and State, 1987 and 1992—Continued*

	1987	1992	Percent Change, 1987–1992	Rank
<b>Region VI</b>	<b>478,546</b>	<b>664,998</b>	<b>39.0</b>	
Arkansas	35,469	50,440	42.2	25
Louisiana	55,852	76,849	37.6	36
New Mexico	25,397	40,636	60.0	3
Oklahoma	63,690	82,894	30.2	49
Texas	298,138	414,179	38.9	33
<b>Region VII</b>	<b>227,037</b>	<b>298,991</b>	<b>31.7</b>	
Iowa	53,592	71,040	32.6	46
Kansas	53,502	66,429	24.2	50
Missouri	87,658	117,885	34.5	44
Nebraska	32,285	43,637	35.2	43
<b>Region VIII</b>	<b>173,827</b>	<b>240,782</b>	<b>38.5</b>	
Colorado	89,411	121,659	36.1	39
Montana	17,747	25,310	42.6	24
North Dakota	12,689	15,355	21.0	51
South Dakota	13,374	18,215	36.2	38
Utah	29,810	45,626	53.1	8
Wyoming	10,796	14,617	35.4	42
<b>Region IX</b>	<b>660,915</b>	<b>956,960</b>	<b>44.8</b>	
Arizona	60,567	93,300	54.0	6
California	559,821	801,487	43.2	23
Hawaii	21,696	29,743	37.1	37
Nevada	18,831	32,430	72.2	1
<b>Region X</b>	<b>182,175</b>	<b>273,633</b>	<b>50.2</b>	
Alaska	13,976	19,380	38.7	34
Idaho	18,973	29,946	57.8	5
Oregon	58,941	87,970	49.3	14
Washington	90,285	136,337	51.0	12

Source: U.S. Department of Commerce, Bureau of the Census, *1992 Economic Census, Women-Owned Businesses*, WB92-1 (Washington, D.C.: U.S. Government Printing Office, January 1996).

**Table A.26** *African-American-Owned Businesses by SBA Region and State, 1987 and 1992*

	African-American-Owned Firms			All U.S. Firms		
	1987	1992	Percent Change	1987	1992	Percent Change
<b>United States</b>	<b>424,165</b>	<b>620,912</b>	<b>46.4</b>	<b>13,695,480</b>	<b>17,253,143</b>	<b>26.0</b>
<b>Region I</b>	<b>9,769</b>	<b>14,496</b>	<b>48.4</b>	<b>819,319</b>	<b>1,014,250</b>	<b>23.8</b>
Connecticut	4,061	5,714	40.7	196,537	237,705	20.9
Maine	131	235	79.4	88,208	109,360	24.0
Massachusetts	4,761	7,225	51.8	356,780	442,848	24.1
New Hampshire	229	326	42.4	79,771	97,772	22.6
Rhode Island	489	857	75.3	52,780	67,641	28.2
Vermont	98	139	41.8	45,243	58,924	30.2
<b>Region II</b>	<b>50,845</b>	<b>71,449</b>	<b>40.5</b>	<b>1,337,461</b>	<b>1,676,904</b>	<b>25.4</b>
New Jersey	14,556	20,137	38.3	406,792	517,204	27.1
New York	36,289	51,312	41.4	930,669	1,159,700	24.6
<b>Region III</b>	<b>62,588</b>	<b>91,039</b>	<b>45.5</b>	<b>1,275,511</b>	<b>1,620,401</b>	<b>27.0</b>
Delaware	1,399	2,060	47.2	30,976	42,228	36.3
District of Columbia	8,275	10,111	22.2	29,244	35,344	20.9
Maryland	21,678	35,758	65.0	244,071	328,403	34.6
Pennsylvania	11,728	15,917	35.7	595,653	728,063	22.2
Virginia	18,781	26,100	39.0	297,541	391,451	31.6
West Virginia	727	1,093	50.3	78,026	94,912	21.6
<b>Region IV</b>	<b>113,025</b>	<b>174,990</b>	<b>54.8</b>	<b>2,255,180</b>	<b>2,986,803</b>	<b>32.4</b>
Alabama	10,085	14,707	45.8	178,119	227,119	27.5
Florida	25,527	40,371	58.2	735,810	1,000,542	36.0
Georgia	21,283	38,264	79.8	305,382	425,118	39.2
Kentucky	3,738	5,097	36.4	193,806	236,525	22.0
Mississippi	9,667	14,067	45.5	112,245	135,497	20.7
North Carolina	19,487	29,221	50.0	329,373	439,301	33.4
South Carolina	12,815	18,343	43.1	149,190	197,330	32.3
Tennessee	10,423	14,920	43.1	251,255	325,371	29.5
<b>Region V</b>	<b>58,398</b>	<b>85,398</b>	<b>46.2</b>	<b>2,335,756</b>	<b>2,967,770</b>	<b>27.1</b>
Illinois	19,011	28,433	49.6	573,973	726,974	26.7
Indiana	5,867	8,349	42.3	294,570	364,253	23.7
Michigan	13,708	19,695	43.7	426,656	551,091	29.2
Minnesota	1,448	2,785	92.3	280,249	358,921	28.1
Ohio	15,983	22,690	42.0	521,123	666,183	27.8
Wisconsin	2,381	3,446	44.7	239,185	300,348	25.6
<b>Region VI</b>	<b>59,496</b>	<b>81,604</b>	<b>37.2</b>	<b>1,671,035</b>	<b>2,006,843</b>	<b>20.1</b>
Arkansas	4,392	5,738	30.6	134,766	159,820	18.6
Louisiana	15,331	20,312	32.5	204,723	236,589	15.6
New Mexico	587	925	57.6	82,253	107,377	30.5
Oklahoma	3,461	4,621	33.5	223,676	246,936	10.4
Texas	35,725	50,008	40.0	1,025,617	1,256,121	22.5
<b>Region VII</b>	<b>11,721</b>	<b>15,507</b>	<b>32.3</b>	<b>739,656</b>	<b>871,292</b>	<b>17.8</b>
Iowa	703	1,106	57.3	174,121	206,840	18.8
Kansas	2,323	3,078	32.5	169,593	191,262	12.8
Missouri	7,832	9,973	27.3	293,131	348,978	19.1
Nebraska	863	1,350	56.4	102,811	124,212	20.8

**Table A.26** *African-American-Owned Businesses by SBA Region and State, 1987 and 1992—Continued*

	African-American-Owned Firms			All U.S. Firms		
	1987	1992	Percent Change	1987	1992	Percent Change
<b>Region VIII</b>	<b>3,351</b>	<b>5,164</b>	<b>54.1</b>	<b>551,525</b>	<b>673,828</b>	<b>22.2</b>
Colorado	2,871	4,372	52.3	262,597	323,147	23.1
Montana	77	113	46.8	63,623	75,331	18.4
North Dakota	57	117	105.3	42,717	48,368	13.2
South Dakota	63	111	76.2	47,829	57,084	19.4
Utah	202	354	75.2	100,186	129,202	29.0
Wyoming	81	97	19.8	34,573	40,696	17.7
<b>Region IX</b>	<b>50,940</b>	<b>74,357</b>	<b>46.0</b>	<b>2,121,872</b>	<b>2,674,500</b>	<b>26.0</b>
Arizona	1,811	2,936	62.1	191,908	248,337	29.4
California	47,728	68,968	44.5	1,809,252	2,259,327	24.9
Hawaii	399	717	79.7	60,928	79,050	29.7
Nevada	1,002	1,736	73.3	59,784	87,786	46.8
<b>Region X</b>	<b>4,032</b>	<b>6,913</b>	<b>71.5</b>	<b>588,165</b>	<b>759,552</b>	<b>29.1</b>
Alaska	507	739	45.8	48,784	58,898	20.7
Idaho	94	152	61.7	68,006	88,712	30.4
Oregon	848	1,447	70.6	185,151	238,967	29.1
Washington	2,583	4,575	77.1	286,224	372,975	30.3

Source: U.S. Small Business Administration, Office of Advocacy, based upon data from the U.S. Department of Commerce, Bureau of the Census.

**Table A.27** *Hispanic-Owned Businesses by SBA Region and State, 1987 and 1992*

	Hispanic-Owned Firms			All U.S. Firms		
	1987	1992	Percent Change	1987	1992	Percent Change
<b>United States</b>	<b>422,373</b>	<b>771,708</b>	<b>82.7</b>	<b>13,695,480</b>	<b>17,253,143</b>	<b>26.0</b>
<b>Region I</b>	<b>5,798</b>	<b>13,978</b>	<b>141.1</b>	<b>819,319</b>	<b>1,014,250</b>	<b>23.8</b>
Connecticut	2,235	4,502	101.4	196,537	237,705	20.9
Maine	139	427	207.2	88,208	109,360	24.0
Massachusetts	2,636	6,914	162.3	356,780	442,848	24.1
New Hampshire	244	487	99.6	79,771	97,772	22.6
Rhode Island	426	1,297	204.5	52,780	67,641	28.2
Vermont	118	351	197.5	45,243	58,924	30.2
<b>Region II</b>	<b>40,348</b>	<b>72,799</b>	<b>80.4</b>	<b>1,337,461</b>	<b>1,676,904</b>	<b>25.4</b>
New Jersey	12,094	22,198	83.5	406,792	517,204	27.1
New York	28,254	50,601	79.1	930,669	1,159,700	24.6
<b>Region III</b>	<b>9,420</b>	<b>22,391</b>	<b>137.7</b>	<b>1,275,511</b>	<b>1,620,401</b>	<b>27.0</b>
Delaware	184	497	170.1	30,976	42,228	36.3
District of Columbia	762	1,452	90.6	29,244	35,344	20.9
Maryland	2,931	7,289	148.7	244,071	328,403	34.6
Pennsylvania	2,650	5,186	95.7	595,653	728,063	22.2
Virginia	2,716	7,654	181.8	297,541	391,451	31.6
West Virginia	177	313	76.8	78,026	94,912	21.6
<b>Region IV</b>	<b>69,273</b>	<b>131,611</b>	<b>90.0</b>	<b>2,255,180</b>	<b>2,986,803</b>	<b>32.4</b>
Alabama	397	1,029	159.2	178,119	227,119	27.5
Florida	64,413	118,208	83.5	735,810	1,000,542	36.0
Georgia	1,931	5,501	184.9	305,382	425,118	39.2
Kentucky	359	752	109.5	193,806	236,525	22.0
Mississippi	308	660	114.3	112,245	135,497	20.7
North Carolina	918	2,802	205.2	329,373	439,301	33.4
South Carolina	393	1,057	169.0	149,190	197,330	32.3
Tennessee	554	1,602	189.2	251,255	325,371	29.5
<b>Region V</b>	<b>17,351</b>	<b>33,492</b>	<b>93.0</b>	<b>2,335,756</b>	<b>2,967,770</b>	<b>27.1</b>
Illinois	9,636	18,368	90.6	573,973	726,974	26.7
Indiana	1,427	2,454	72.0	294,570	364,253	23.7
Michigan	2,654	5,036	89.8	426,656	551,091	29.2
Minnesota	751	1,583	110.8	280,249	358,921	28.1
Ohio	1,989	4,289	115.6	521,123	666,183	27.8
Wisconsin	894	1,762	97.1	239,185	300,348	25.6
<b>Region VI</b>	<b>113,590</b>	<b>186,033</b>	<b>63.8</b>	<b>1,671,035</b>	<b>2,006,843</b>	<b>20.1</b>
Arkansas	324	701	116.4	134,766	159,820	18.6
Louisiana	2,697	4,983	84.8	204,723	236,589	15.6
New Mexico	14,299	21,586	51.0	82,253	107,377	30.5
Oklahoma	1,516	2,854	88.3	223,676	246,936	10.4
Texas	94,754	155,909	64.5	1,025,617	1,256,121	22.5
<b>Region VII</b>	<b>3,882</b>	<b>6,618</b>	<b>70.5</b>	<b>739,656</b>	<b>871,292</b>	<b>17.8</b>
Iowa	475	859	80.8	174,121	206,840	18.8
Kansas	1,541	2,396	55.5	169,593	191,262	12.8
Missouri	1,247	2,216	77.7	293,131	348,978	19.1
Nebraska	619	1,147	85.3	102,811	124,212	20.8

**Table A.27** *Hispanic-Owned Businesses by SBA Region and State, 1987 and 1992—Continued*

	Hispanic-Owned Firms			All U.S. Firms		
	1987	1992	Percent Change	1987	1992	Percent Change
<b>Region VIII</b>	<b>11,901</b>	<b>17,881</b>	<b>50.2</b>	<b>551,525</b>	<b>673,828</b>	<b>22.2</b>
Colorado	9,516	13,817	45.2	262,597	323,147	23.1
Montana	304	568	86.8	63,623	75,331	18.4
North Dakota	88	116	31.8	42,717	48,368	13.2
South Dakota	109	239	119.3	47,829	57,084	19.4
Utah	1,300	2,375	82.7	100,186	129,202	29.0
Wyoming	584	766	31.2	34,573	40,696	17.7
<b>Region IX</b>	<b>145,050</b>	<b>274,644</b>	<b>89.3</b>	<b>2,121,872</b>	<b>2,674,500</b>	<b>26.0</b>
Arizona	9,845	17,835	81.2	191,908	248,337	29.4
California	132,212	249,717	88.9	1,809,252	2,259,327	24.9
Hawaii	1,226	3,192	160.4	60,928	79,050	29.7
Nevada	1,767	3,900	120.7	59,784	87,786	46.8
<b>Region X</b>	<b>5,760</b>	<b>12,262</b>	<b>112.9</b>	<b>588,165</b>	<b>759,552</b>	<b>29.1</b>
Alaska	502	766	52.6	48,784	58,898	20.7
Idaho	974	1,865	91.5	68,006	88,712	30.4
Oregon	1,598	3,538	121.4	185,151	238,967	29.1
Washington	2,686	6,093	126.8	286,224	372,975	30.3

Source: U.S. Small Business Administration, Office of Advocacy, based upon data from the U.S. Department of Commerce, Bureau of the Census.

**Table A.28** Exports by SBA Region and State, 1994 and 1995  
(Millions of Dollars)

	1994	1995	Percent Change	Rank
<b>U.S. Total</b>	<b>512,669.9</b>	<b>583,865.2</b>	<b>13.9</b>	
<b>Region I</b>	<b>21,245.4</b>	<b>23,738.7</b>	<b>11.7</b>	
Connecticut	5,663.9	5,665.6	0.0	43
Maine	1,089.5	1,357.3	24.6	10
Massachusetts	11,199.1	12,945.8	15.6	25
New Hampshire	999.9	1,252.9	25.3	8
Rhode Island	922.5	897.4	-2.7	46
Vermont	1,370.5	1,619.7	18.2	18
<b>Region II</b>	<b>36,431.0</b>	<b>39,166.1</b>	<b>7.5</b>	
New Jersey	10,518.6	11,071.0	5.3	4
New York	25,912.4	28,095.1	8.4	39
<b>Region III</b>	<b>29,726.0</b>	<b>33,438.0</b>	<b>12.5</b>	
Delaware	1,497.5	1,401.5	-6.4	47
District of Columbia	546.1	230.7	-57.8	51
Maryland	4,873.9	5,222.8	7.2	40
Pennsylvania	11,650.3	13,030.9	11.9	33
Virginia	9,572.5	11,512.4	20.3	15
West Virginia	1,585.7	2,039.7	28.6	5
<b>Region IV</b>	<b>58,516.0</b>	<b>70,322.0</b>	<b>20.2</b>	
Alabama	3,894.7	4,764.0	22.3	14
Florida	16,286.8	18,908.8	16.1	22
Georgia	8,237.1	10,290.6	24.9	9
Kentucky	4,802.8	5,252.5	9.4	37
Mississippi	1,646.4	2,591.7	57.4	1
North Carolina	11,663.3	14,312.8	22.7	12
South Carolina	5,235.9	6,423.3	22.7	13
Tennessee	6,749.0	7,778.3	15.3	26
<b>Region V</b>	<b>86,532.2</b>	<b>95,465.1</b>	<b>10.3</b>	
Illinois	19,096.9	22,163.3	16.1	23
Indiana	8,255.5	10,382.8	25.8	6
Michigan	25,830.0	25,274.5	-2.2	45
Minnesota	6,620.5	7,746.5	17.0	20
Ohio	19,006.9	20,966.6	10.3	35
Wisconsin	7,722.4	8,931.4	15.7	24

**Table A.28** *Exports by SBA Region and State, 1994 and 1995*  
(Millions of Dollars)—Continued

	1994	1995	Percent Change	Rank
<b>Region VI</b>	<b>70,375.8</b>	<b>83,413.5</b>	<b>18.5</b>	
Arkansas	1,671.9	1,993.6	19.2	17
Louisiana	14,549.3	19,792.5	36.0	3
New Mexico	526.1	432.1	-17.9	49
Oklahoma	2,110.1	2,079.1	-1.5	44
Texas	51,518.4	59,116.2	14.7	28
<b>Region VII</b>	<b>11,352.4</b>	<b>12,909.7</b>	<b>13.7</b>	
Missouri	3,540.6	3,876.0	9.5	36
Iowa	3,213.6	3,842.2	19.6	16
Kansas	3,025.4	3,432.7	13.5	30
Nebraska	1,572.8	1,758.8	11.8	34
<b>Region VIII</b>	<b>7,596.6</b>	<b>9,426.0</b>	<b>24.1</b>	
Colorado	3,801.5	4,460.2	17.3	19
Montana	327.8	358.4	9.3	38
North Dakota	457.5	525.9	15.0	27
South Dakota	295.1	387.8	31.4	4
Utah	2,354.6	3,282.3	39.4	2
Wyoming	360.1	411.4	14.2	29
<b>Region IX</b>	<b>73,674.1</b>	<b>85,760.8</b>	<b>16.4</b>	
Arizona	6,466.5	7,326.5	13.3	31
California	66,291.6	77,528.7	17.0	21
Hawaii	295.5	241.1	-18.4	50
Nevada	620.5	664.5	7.1	41
<b>Region X</b>	<b>33,653.7</b>	<b>34,121.6</b>	<b>1.4</b>	
Alaska	2,455.9	2,771.9	12.9	32
Idaho	1,465.6	1,803.6	23.1	11
Oregon	6,103.1	7,666.8	25.6	7
Washington	23,629.1	21,879.3	-7.4	48

Source: U.S. Small Business Administration, Office of Advocacy, based upon data from the Bureau of the Census, Foreign Trade Division, Exhibit 2A., 1994 and 1995.

**Table A.29** *Twenty Small-Business-Dominated Industries Generating the Most New Jobs, December 1994 to December 1995 (Thousands of Jobs)*

SIC Code (1987)	Industry	December		Absolute Change 1994– 1995	Rank
		1994	1995		
17 <sup>2</sup>	Special Trade Contractors	3,139.0	3,281.5	142.5	1
58	Eating and Drinking Places	7,134.7	7,242.8	108.1	2
87	Engineering, Accounting, Research	1,015.6	1,117.9	102.3	3
50	Durable Goods	2,607.9	2,685.0	77.1	4
801	Offices of Physicians	1,564.3	1,617.4	53.1	5
007	Agricultural Services	538.9	586.5	47.6	6
799	Miscellaneous Amusement and Recreation Services	906.3	949.8	43.5	7
171	Plumbing, Heating and Air Conditioning	717.8	758.1	40.3	8
804	Offices of Other Health Practitioners	393.4	429.8	36.4	9
173	Electrical Work	595.4	630.2	34.8	10
802	Offices of Dentists	585.4	614.6	29.2	11
551	New and Used Car Dealers	986.0	1,014.5	28.5	12
872	Accounting, Auditing, and Bookkeeping	515.6	543.8	28.2	13
79	Amusement and Recreation Services	258.0	283.9	25.9	14
734	Services to Buildings	867.0	892.8	25.8	15
411	Local and Suburban Passenger Transportation	210.2	235.0	24.8	16
653	Real Estate Agents and Managers	651.7	674.4	22.7	17
836	Residential Care	620.4	642.4	22.0	18
553	Auto and Home Supply Stores	372.7	394.0	21.3	19
731	Advertising	230.4	250.0	19.6	20

<sup>1</sup>Represents sum of three-digit components, which are also shown separately.

<sup>2</sup>Represents two-digit industries with three-digit industry breakout. However, because of the inability to distribute all industry employment, industry components do not equal the specified two-digit total. If the industry was clearly large-business-dominated or small-business-dominated, the two-digit industry was listed to represent the overall two-digit industry total.

<sup>3</sup>Each two-digit subcomponent industry reflects both the sum of the separately enumerated three-digit components and a residual component representing industries not covered by the Bureau of Labor Statistics.

Note: Excludes self-employed workers. Small-business-dominated industries are industries in which a minimum of 60 percent of employment is in firms with fewer than 500 employees. While 99.9 percent of industry employment was allocated to small, large, and indeterminate industries, about 2 percent of employment in the manufacturing and service sectors could not be allocated because of SIC code inconsistencies.

Source: Adapted by the U.S. Small Business Administration, Office of Advocacy, from the U.S. Department of Labor, Bureau of Labor Statistics, *Employment and Earnings* (March 1996),



**Table A.30** *Twenty Fastest Growing Small-Business-Dominated Industries, December 1994 to December 1995 (Thousands of Jobs)*

SIC Code (1987)	Industry	December		Percent Change 1994– 1995	Rank
		1994	1995		
52 <sup>3</sup>	Building Materials and Garden Supplies	31.3	36.1	15.3	1
411	Local and Suburban Passenger Transportation	210.2	235.0	11.8	2
473	Arrangement of Transportation of Freight and Cargo	172.1	190.7	10.8	3
412	Taxicabs	33.0	36.4	10.3	4
87	Engineering, Accounting, Research	1,015.6	1,117.9	10.1	5
79	Amusement and Recreation Services	258.0	283.9	10.0	6
804	Offices of Other Health Practitioners	393.4	429.8	9.3	7
007	Agricultural Services	538.9	586.5	8.8	8
731	Advertising	230.4	250.0	8.5	9
415	School Bus Transportation	143.0	154.0	7.7	10
735	Miscellaneous Equipment Rental and Leasing	219.6	236.2	7.6	11
67	Holding and Investment Services	131.1	141.0	7.6	12
7532	Top, Body, and Upholstery Repair Shops	193.5	207.7	7.3	13
502	Furniture and Home Furnishings	146.8	157.3	7.2	14
55 <sup>2</sup>	Automotive Dealers and Service Stations	161.4	172.9	7.1	15
733	Mailing, Reproduction, Stenographic	268.9	287.9	7.1	16
175	Carpentry and Flooring	216.7	231.6	6.9	17
824	Correspondence and Vocational Schools	77.9	83.2	6.8	18
3441	Fabricated Structural Metal	70.2	74.9	6.7	19
41 <sup>3</sup>	Local and Interurban Passenger Transit	53.8	57.4	6.7	20

n.e.c. = Not elsewhere classified.

<sup>1</sup>Represents sum of three-digit components, which are also shown separately.

<sup>2</sup>Represents two-digit industries with three-digit industry breakout. However, because of the inability to distribute all industry employment, industry components do not equal the specified two-digit total. If the industry was clearly large-business-dominated or small-business-dominated, the two-digit industry was listed to represent the overall two-digit industry total.

<sup>3</sup>Each two-digit subcomponent industry reflects both the sum of the separately enumerated three-digit components and a residual component representing industries not covered by the Bureau of Labor Statistics.

Note: Excludes self-employed workers. Small-business-dominated industries are industries in which a minimum of 60 percent of employment is in firms with fewer than 500 employees. While 99.9 percent of industry employment was allocated to small, large, and indeterminate industries, about 2 percent of employment in the manufacturing and service sectors could not be allocated because of SIC code inconsistencies.

Source: Adapted by the U.S. Small Business Administration, Office of Advocacy, from the U.S. Department of Labor, Bureau of Labor Statistics, *Employment and Earnings* (March 1996), Table B-12.

**Table A.31** *Twenty Large-Business-Dominated Industries Generating the Most New Jobs, December 1994 to December 1995 (Thousands of Jobs)*

SIC Code (1987)	Industry	December		Absolute Change 1994– 1995	Rank
		1994	1995		
541	Grocery Stores	2,982.5	3,050.8	68.3	1
7363	Personnel Supply Services	2,162.2	2,227.6	65.4	2
8062	Hospitals	3,484.6	3,535.2	50.6	3
781	Motion Picture Production	260.1	307.1	47.0	4
3674	Semiconductors and Related Devices	229.8	254.8	25.0	5
632	Medical Service and Health Insurance	300.3	321.4	21.1	6
367	Electronic Components and Accessories Manufacturing	305.7	325.4	19.7	7
7374	Computer Processing and Data Preparation	222.7	241.7	19.0	8
451	Air Transportation	609.5	626.9	17.4	9
484	Cable and Other Pay Television Services	150.2	167.3	17.1	10
80	Health Services	344.4	358.1	13.7	11
822	Colleges and Universities	1,171.2	1,184.5	13.3	12
5045	Computers and Computer Peripheral Equipment	275.0	286.3	11.3	13
7514	Passenger Car Rental	112.8	122.0	9.2	14
7375	Information Retrieval Services	51.1	59.5	8.4	15
45	Transportation by Air	36.9	45.1	8.2	16
458	Air Transportation Services	109.0	116.8	7.8	17
481	Telephone Communications	921.8	929.5	7.7	18
4833	Television Broadcasting Stations	125.2	132.8	7.6	19
615	Business Credit Institutions	86.6	94.1	7.5	20

Note: Excludes self-employed workers. Large-business-dominated industries are industries in which a minimum of 60 percent of employment is in firms with more than 500 employees. While 99.9 percent of industry employment was allocated to small, large, and indeterminate industries, about 2 percent of employment in the manufacturing and service sectors could not be allocated because of SIC code inconsistencies.

Source: Adapted by the U.S. Small Business Administration, Office of Advocacy, from the U.S. Department of Labor, Bureau of Labor Statistics, *Employment and Earnings* (March 1996), Table B-12.

**Table A.32** *Twenty Fastest Growing Large-Business-Dominated Industries, December 1994 to December 1995 (Thousands)*

SIC Code (1987)	Industry	December		Percent Change 1994– 1995	Rank
		1994	1995		
45	Transportation by Air	36.9	45.1	22.2	1
781	Motion Picture Production	260.1	307.1	18.1	2
7375	Information Retrieval Services	51.1	59.5	16.4	3
484	Cable and Other Pay Television Services	150.2	167.3	11.4	4
3674	Semiconductors and Related Devices	229.8	254.8	10.9	5
615	Business Credit Institutions	86.6	94.1	8.7	6
7374	Computer Processing and Data Preparation	222.7	241.7	8.5	7
7514	Passenger Car Rental	112.8	122.0	8.2	8
2061	Cane Sugar, except Refining	7.5	8.1	8.0	9
458	Air Transportation Services	109.0	116.8	7.2	10
632	Medical Service and Health Insurance	300.3	321.4	7.0	11
301	Tires and Inner Tubes	78.3	83.8	7.0	12
367	Electronic Components and Accessories	305.7	325.4	6.4	13
2062	Cane Sugar Refining	4.7	5.0	6.4	14
4833	Television Broadcasting Stations	125.2	132.8	6.1	15
10	Metal Mining	25.9	27.3	5.4	16
3531	Construction Machinery and Equipment	74.8	78.8	5.3	17
5045	Computers and Computer Peripheral Equipment	275.0	286.3	4.1	18
3585	Air Conditioning Equipment	131.9	137.2	4.0	19
3533	Oil and Gas Field Machinery	35.1	36.5	4.0	20

Note: Excludes self-employed workers. Large-business-dominated industries are industries in which a minimum of 60 percent of employment is in firms with more than 500 employees. While 99.9 percent of industry employment was allocated to small, large, and indeterminate industries, about 2 percent of employment in the manufacturing and service sectors could not be allocated because of SIC code inconsistencies.

Source: Adapted by the U.S. Small Business Administration, Office of Advocacy, from the U.S. Department of Labor, Bureau of Labor Statistics, *Employment and Earnings* (March 1996), Table B-12.

**Table A.33** *Twenty Indeterminate Industries Generating the Most New Jobs, December 1994 to December 1995 (Thousands of Jobs)*

SIC Code (1987)	Industry	December		Absolute Change 1994– 1995	Rank
		1994	1995		
808	Home Health Care Services	587.8	630.1	42.3	1
8051	Skilled Nursing Care Facilities	1,239.5	1,274.3	34.8	2
7371	Computer Programming Services	218.2	247.6	29.4	3
7372	Prepackaged Software	159.8	184.5	24.7	4
7381	Detective, Guard, and Armored Services	519.1	543.4	24.3	5
421	Trucking and Courier Services	1,755.6	1,779.4	23.8	6
738	Miscellaneous Business Services	775.0	797.1	22.1	7
504	Professional and Commercial Equipment	328.3	347.1	18.8	8
8711	Engineering and Architectural Services	611.7	630.0	18.3	9
511	Paper and Paper Products	256.7	274.3	17.6	10
737	Computer and Data Processing Services	178.9	196.4	17.5	11
573	Radio, TV and Music Stores	125.6	141.9	16.3	12
5731	Radio, Television, and Consumer Electronics	166.2	179.8	13.6	13
355	Special Industry Machinery, except Metalworking Machinery	98.6	108.8	10.2	14
7373	Computer Integrated Systems Design	119.6	129.5	9.9	15
5047	Medical, Dental, and Hospital Equipment	169.6	179.3	9.7	16
616	Mortgage Bankers and Brokers	231.2	240.8	9.6	17
82	Educational Services	141.2	150.7	9.5	18
3679	Electronic Components, n.e.c.	133.1	142.3	9.2	19
701	Hotels, Motels, and Tourist Courts	1,514.1	1,522.6	8.5	20

n.e.c. = Not elsewhere classified.

Note: Excludes self-employed workers. Indeterminate industries are industries in which dominance by large or small firms is unclear. While 99.9 percent of industry employment was allocated to small, large, and indeterminate industries, about 2 percent of employment in the manufacturing and service sectors could not be allocated because of SIC code inconsistencies.

Source: Adapted by the U.S. Small Business Administration, Office of Advocacy, from the U.S. Department of Labor, Bureau of Labor Statistics, *Employment and Earnings* (March 1996), Table B-12.

**Table A.34** *Twenty Fastest Growing Indeterminate Industries, December 1994 to December 1995 (Thousands)*

SIC Code (1987)	Industry	December		Absolute Change 1994– 1995	Rank
		1994	1995		
7372	Prepackaged Software	159.8	184.5	15.5	1
7371	Computer Programming Services	218.2	247.6	13.5	2
573	Radio, TV and Music Stores	125.6	141.9	13.0	3
61	Nondepository Credit Institutions	22.5	25.2	12.0	4
355	Special Industry Machinery, except Metalworking Machinery	98.6	108.8	10.3	5
737	Computer and Data Processing Services	178.9	196.4	9.8	6
3566	Speed Changers, Industrial High Speed Drives	15.6	17.0	9.0	7
7373	Computer Integrated Systems Design	119.6	129.5	8.3	8
5731	Radio, Television, and Consumer Electronics	166.2	179.8	8.2	9
3542	Machine Tools, Metal Forming Types	16.9	18.2	7.7	10
413	Intercity and Rural Bus Transportation	22.8	24.5	7.5	11
808	Home Health Care Services	587.8	630.1	7.2	12
873	Research, Development, and Testing Services	85.2	91.2	7.0	13
3541	Machine Tools, Metal Cutting Types	38.9	41.6	6.9	14
3679	Electronic Components, n.e.c.	133.1	142.3	6.9	15
511	Paper and Paper Products	256.7	274.3	6.9	16
82	Educational Services	141.2	150.7	6.7	17
7382	Security Systems Services	45.9	48.8	6.3	18
2064	Candy and Other Confectionery Products	54.0	57.4	6.3	19
353	Construction, Mining, and Materials	16.2	17.2	6.2	20

Note: Excludes self-employed workers. Indeterminate industries are industries in which dominance by large or small firms is unclear. While 99.9 percent of industry employment was allocated to small, large, and indeterminate industries, about 2 percent of employment in the manufacturing and service sectors could not be allocated because of SIC code inconsistencies.

Source: Adapted by the U.S. Small Business Administration, Office of Advocacy, from the U.S. Department of Labor, Bureau of Labor Statistics, *Employment and Earnings* (March 1996), Table B-12.